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JOURNAL OF VINICULTURE.

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VOL. XLVI.

SAN FRANCISCO, NOVEMBER 30, 1903.

No. 1



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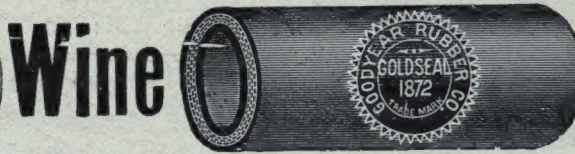
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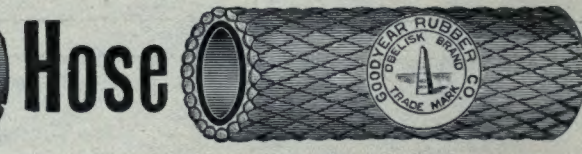
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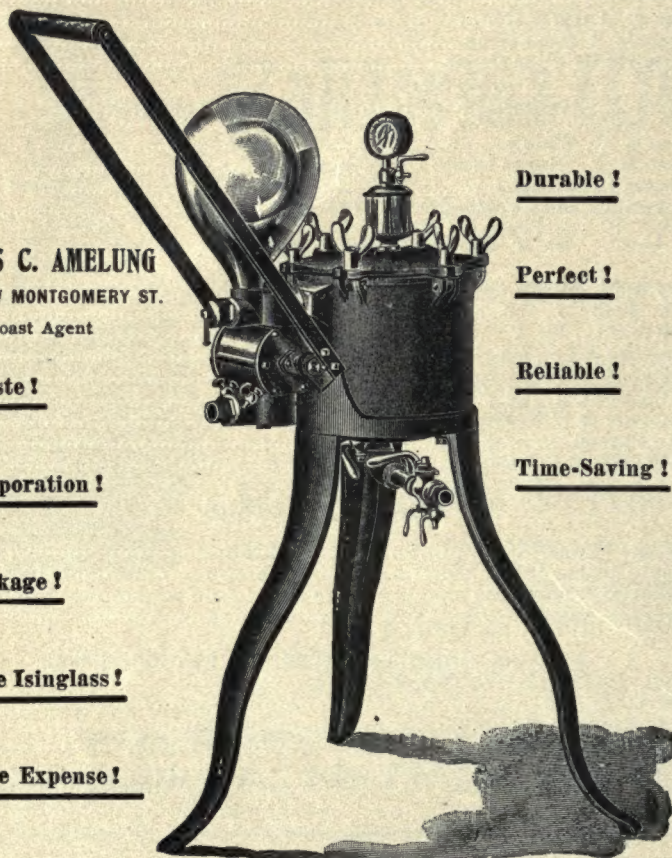
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MARKET CONDITIONS.

DRY WINES.—The market continues in a healthy condition. There is a satisfactory demand and prices are firm. Eastern buyers have been figuring on the theory that by reason of last year's exceptional crop and the full yield of the vintage just closing, there would be a decline in prices. We do not think that such an idea is warranted, and feel assured that the interests that have placed the California wine industry on its present prosperous basis cannot find it a good business proposition to interfere with established values. To advance prices to the consumer would most certainly react as a boomerang by checking consumption. We believe that the fair price to producer and consumer that now obtains is the best for the interests of all concerned, and we do not look for any particular change in the future.

Movements of wines to Eastern markets were of very fair volume during the month both by sea and rail. The exports by sea were 329 cases and 690,304 gallons, valued at \$289,175. Besides a large quantity carried by the steamship "Californian," in the latter part of the month, the steamship "Arizonian," which will sail direct for New York in the early part of December, will carry nearly four thousand barrels, or more than two hundred thousand gallons of wine.

THE VINTAGE.—As indicated in these columns in the preceding issue, the vintage has been a very highly satisfactory one as to quantity and exceptionally so in the matter of quality. The crop is estimated to be between twenty-two and twenty-three millions of dry wines, which is a little more than one-half of the vintage of last year. The splendid weather which prevailed during the vintage season will undoubtedly lead to excellent results as the saccharine and alcoholic percentage, was all that could be desired. It is generally believed that the '03 vintage will in quality far excel that of any previous year. Young wines are being offered with more or less reluctance, and wine-makers are looking for remunerative prices, which would indicate that they expect something like 20 cents. On the other hand buyers are not showing any anxiety, feeling assured that the stock of '02 wines with those of this year will tend to keep values on a moderate basis.

SWEETS.—The market appears to be rather well controlled, very little wines being offered at the present time, while prices are well sustained. The demand is good and the future of this branch of the industry is very bright. The production in the two districts during October is reported to be very large. This is indicated by the fact that at the present writing no report has been obtainable as to the output of sweet wines or brandies for the month in question, in either district.

Production in October, First District, 3,778,007.71 gallons; Fourth District, no report obtainable.

RANDIES.—There is no change in the market conditions, except that prices are inclined to advance. It is the old story of no round lots of matured goods to be had, and an unexpectedly moderate production for the current season. The demand is quite satisfactory. The exports by sea were merely nominal.

Production, First District, in October, 77,768.6 gallons; Fourth District, no report obtainable.

WHISKEY.—Business is good, and the indication is that it will not only continue so but will improve. Standard houses have only encouraging reports to give, not only as to the demand, but as to collections. There is plenty of money in the interior, the natural trend of which is toward the Metropolis, and it is safe to predict that in the whiskey trade good times will prevail for many moons. Exports were not large, the total being 1,771 cases and 2,718 gallons, valued at \$17,853. On the other hand imports by sea were large, the total being 527 cases and 1,105 barrels. The exports of miscellaneous wines and liquors were of moderate volume, the totals being 672 packages, of the value of \$6,341.

IMPORTATIONS.—Business with the importers has been of fairly good volume and like those of the whiskey men, the prospects are very promising. The principal items of imports by sea during the month were: Absinthe 215 cases, beer 325 cases, brandy 600 cases, cordials 267 cases, gin 365 cases, 10 octaves, 10 sixteenths, mineral water 2,134 packages, prune juice 10 casks, spirits 100 cases, vermouth 1,500 cases, whiskey 1,105 barrels, 527 cases, wine 7 hogsheads, 32 casks, 15 octaves, 46 barrels, 4 half-casks, 491 cases, fruit juice 52 barrels.

BEER.—The usual seasonal conditions prevail. Imports by rail and sea were of ordinary volume. Exports aggregated 2,257 packages, valued at \$13,955. Taken all in all, this branch of the trade is in very healthy condition.

New York Market.

BUSINESS has been very fair during the past two weeks and much of the talk of a possible decline in prices owing to the large vintage in California has been silenced, in face of the fact that in other parts of the country high prices have been paid for grapes; in fact, the prices were so high that the wine-makers have considerably reduced their output this year, which will no doubt increase the demand for California wines.

The prices for wines and brandies are well maintained. —*Bonfort's*, November 10, 1903.

The situation is much the same as it was two weeks ago, except that the shortage in some of the wine producing counties in California seems greater than was at first reported.

Prices remain firm for all classes of wines and are particularly firm for brandies.

It looks as if no large quantity of either sweet wines or brandies are going to be made this year, and as grapes in other parts of the country are very high, the tendency is for a very firm market. —*Bonfort's* November 25th.

American Spirits and Whiskies in Bond.

The quantity of American whiskies and spirits remaining in the United States bonded warehouse in San Francisco on October 31st was 293,588 gallons.

The Racking Off of New Wine.

Use of Tannin and Tartaric and Citric Acids.

THE time of racking off new wine will come as soon as the lees have been precipitated to the bottom of casks by the action of the cold weather. But this first racking should not be done before a sample of the wine has been exposed for three or four days to the constant action of air.

If oxidation produces a change in the wine, it proves that the wine cannot stand aeration, and therefore certain substances have to be added to it, or it must be racked off without being exposed to the contact of air.

If the wine, that has been exposed to the contact of air, becomes turbid, although not affected by the disease called "casse," then it needs tannin, which is the only element that can completely precipitate the albuminous and fermentative matters held in suspension in the wine. These matters, being the principal causes of injurious fermentations, the wine, poor in tannin, is certainly exposed to their effects and bad alterations, and the only way to prevent this is to add the tannin before racking. Gallotannin and oak tannin are mostly used on account of their cheapness, but venotannin, which is made of pure seeds of grapes, is certainly the best.

But, before the addition can be made, it is necessary to know very approximately the proportion of tannin already contained in the wine. The following method is very easy and practical, and is good enough for any practical wine-maker: Reduce a pint of the wine to half by boiling, so that all the alcohol will evaporate (because alcohol coagulates albumen). When cold, draw off and filter. Then mix this filtration with the white of an egg, which has been previously dissolved in two spoonfuls of somewhat salty water. If the wine contains enough tannin, the thick coagulum thus formed will not separate after an hour of rest; but, if the wine does not contain enough tannin, the coagulum will be light and will separate quickly. In the last case, the wine needs tannin, and the quantity to be added is easily and quickly determined as follows: Pour the same quantity of wine (measured with a graduated glass) into several white bottles, and to each bottle add a different quantity (well measured and recorded) of a solution of tannin; shake well each bottle and then let them rest for an hour or so. After this lapse of time, examine each bottle. If, for instance, bottle No. 3 shows the wine clear, and that the taste of the wine is pleasant to the palate, the right proportion is then the one contained in said bottle.

Tannin, however, should not be added to wine when in a state of powder, for then it does not mix well with wine, and falls at the bottom of casks as soon as it has absorbed a certain quantity of water. It is more easily dissolved in alcohol than in water, and the best solution is the one made in the proportion of 1½ lbs. of tannin to one gallon of very strong alcohol, as alcohol at 180 degrees. After eight or ten days the solution is filtered and then bottled.

Tannin, thus added to wine, not only coagulates the albuminous matters which have not been eliminated, but acts as an antiseptic on certain micro-organisms or on bacteria of secondary fermentations.

A wine lacking of acidity is flat and has very little bouquet, if any at all; and, if a simple tasting of it leaves a doubt as to this trouble, or as to the fixedness of its color, it is necessary to determine the acidity contained in it. To find it out several bottles are filled with some of the wine; in one 1 gramme of tartaric acid is added, in another one 2

grammes, and so on. Then they are well shaken and let at rest in a cold place for three or four days. Then the contents of every bottle is tried by pouring some of the wine of each bottle into porcelain plates; and all the samples that do not contain enough acidity soon become turbid. The others are carefully tasted, and the one that shows the best result is the one that determines the proportion of tartaric acid to be used.

A wine that has been judiciously treated with tannin and tartaric acid, or even with only one of these elements, will not only gain certain qualities, but will not be subject to certain diseases. It will clear rapidly and stay clear; its brightness will be more vivid, its color deeper and more brilliant, and its bouquet completely developed.

Although tartaric acid is the acid mostly used, citric acid is much better and prevents wine from many more alterations. But it must be used in a small quantity, for it acidifies much more than tartaric acid, which increases the acidity of wine by only one-half or two-thirds, while the acidity of citric acid remains entire. Besides, it takes nearly one-half less of citric acid than tartaric acid to produce the same effect. White wines that turn brown as soon as exposed to the air and light will retake their previous color as soon as citric acid is added to them. The experiment can be made in a glass full of wine affected by this disease. As soon as a crystal of citric acid will be placed in the glass the wine will become again clear and white.

The best way would be to use both citric and tartaric acids when much acidification is needed: the maximum of citric acid to not be above 35 grammes for every 100 gallons of wine. They both can be used in their natural state, but it is best to previously dissolve them in wine or lukewarm water.

WM. JULIEN LAFERRIERE.

Rutherford, Cal., November 18, 1903.

L. Christin & Co., Napa.

ONE of the most extensive manufacturing enterprises of Napa is the Alta Napa Winery and Distillery of L. Christin & Co. This company began business in a small way and has gradually increased to the flattering proportions which it enjoys to-day. The cellars cover nearly a block and have a large storage capacity. Upon the lower floor is situated the crusher, which in a day reduces to a pulp ton after ton of grapes grown extensively in Napa County. In looking over this establishment one is vividly impressed with the neatness and convenience which characterizes its management. The cellars are convenient to both rail and water communications. A specialty is made in the distillation of grape, prune and peach brandies, this being the only distillery in this county utilizing the low grade of fruit which otherwise would be a loss to the fruit grower. Mr. L. Christin takes personal charge of the distillery and is justly proud of superior quality of brandies. During the grape-crushing season several hands are employed, and load after load of grapes from the surrounding country are bought by this company, and the crusher is at work at all times. The ambition of L. Christin & Co. is to create for their wine a reputation second to none, and great care is taken in every detail connected with this production. E. H. Lancel & Co. of San Francisco are the sole distributors of all the products of this establishment and are successfully introducing them throughout the United States.—*Napa Register*.

Livermore Valley Vintage.

THE present week will bring the vintage of 1903 to a close. A few growers are still picking second crop grapes, but the amount that is coming to the wineries is very small. The vintage has been very satisfactory. The crop was larger than was anticipated, in some vineyards fully a third, and in no case has it fallen below the estimate. Growers and winery men declare that the grapes weighed more and produced more wine to the ton than ever before. With the exception of a few days the wineries experienced no difficulty with the fermentation and several winery men declare they had no trouble whatever. The present season, like last, was a highly profitable one to the growers, especially those who held the Wetmore-Bowen Company's contracts. We have not sufficient data at hand to give an idea of the amount expended for grapes in the valley or the amount netted to growers, but a couple of instances will indicate the possibilities for profit under the present favorable conditions. In 1898 Theo. Gier purchased the old Rose vineyard of 200 acres in the western end of the valley. He paid approximately \$18,000 for the place. We have no record of what he received for the first few crops, but in 1902, the Wetmore-Bowen Company paid to Mr. Gier the sum of \$13,000 for the crop. During the season just closed they paid him \$14,000 for the grapes raised on the place. With a liberal allowance for expenses, it will be seen that the place more than paid for itself with two crops. During the present season the same firm paid to Daniel Inman the sum of \$6,000 for the grapes raised on his 90-acre vineyard. While these were the largest vineyards, they have paid to a large number of small growers sums which must have netted a splendid income on their investment. An impression prevails that there will be a break in prices next season on account of the large amount of wine on hand, but Mr. C. J. Wetmore is very optimistic on this score. He claims that the price of wine grapes will never again fall below \$15 a ton in this valley and that if the vineyards are not ravaged by disease the industry will continue to be a profitable one for years to come.

The Wetmore-Bowen Company made 75,000 gallons of wine this season. The white varieties were the only ones crushed at their wineries with the exception of a small amount of Cabernets.

Superintendent McNally of the California Wine Association reports a highly successful vintage. He states that 350,000 gallons of first-class wine were made at the Pioneer Winery during this season. This required 2,400 tons of grapes, all raised in this valley except 230 tons, which were shipped to this place from Lodi.

H. B. Wagoner reports the best season with one exception since he began business. His winery is still receiving, and will not cease crushing grapes for three weeks yet. He will have crushed fully 1,500 tons by that time, placing his winery second in the valley in point of output. He has put in 60,000 gallons of new cooperage, which will be filled before the season is over. Mr. Wagoner's distillery is also running to its full capacity and he already has 1,500 gallons of high-proof brandy in casks.

James Concannon reports an excellent vintage. He crushed more grapes than usual. His own crop was about equal to last year's and he purchased the crops from several vineyards.

C. H. Wentz reports a good vintage. His own vineyards

are extensive enough to furnish about all the grapes he can handle at his winery.

Dr. H. N. Cross had an exceptionally good season at Dos Mesas. The crop of grapes was larger than usual and of excellent quality.

We have been unable to secure any report from Olivina, Chateau Bellevue, Ruby Hill, Mont Rouge and Mrs. True, but it is currently reported that all of them have enjoyed a good yield from their vineyards and that the output of their wineries has been satisfactory both in quality and quantity.—*Livermore Herald.*

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MANAGER

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The Crusade For Unadulterated Wines.

Contributed by California Promotion Committee.

THE greatest era in the history of American wine growers is at hand. This is what the largest producers in the United States have told the writer. Their opinion is not based upon statistics of wine production or consumption, but on the fact that Dr. Harvey W. Wiley, Chief of the Bureau of Chemistry in the Department of Agriculture is making a hard fight for the enforcement of the new pure food law, and there is every indication that Dr. Wiley will win hands down.

That portion of the new Pure Food law which interests wine producers prohibits the sale and introduction of falsely labeled and adulterated wines as well as other articles of food consumption. The law further excludes food products, the sale of which is prohibited or restricted in countries of their origin. As California produces two-thirds of the wine in the United States intense enthusiasm is felt among wine growers here over the prospect that soon American wines may not have to compete with European goods of inferior quality which are labeled as the most famous vintages and sold in the United States on the strength of the label.

There is no doubt that hundreds of American wines of superior quality are ignored wholly because the connoisseur thinks he is obtaining some celebrated vintage when as a matter of fact he is paying for a fancy label. Prominent wine growers assert that thousands of cases of American wines have been exported to Europe, relabelled and shipped back to this country under the label of some famous chateau, and in their new dress they command a price which correctly labeled they would not bring. The greatest profit in such a transaction all goes to the European labeler who can afford to pay transportation charges to and from Europe and then nets handsomely from the credulous purchaser. The European wines which are falsely labeled and exported to America are invariably inferior to the genuine article, otherwise the deception would not be profitable. But the exporter can afford to sell his cases in the United States at the price of the celebrated vintages plus freight and duty charges. The difference in price between the genuine European brands and the adulterated export go into his own pocket.

One of the problems which is giving the Agricultural Department more trouble than anything else in the enforcement of the new Pure Food Law is the problem of excluding falsely labeled wines and other liquors. Chemical analysis will not determine whether a particular consignment of claret has been given the label of some famous chateau or whether a Scotch whiskey is a blend. Dr. Wiley is of the opinion that the only way false labeling of this character can be guarded against is by stationing experts attached to the consulates at the principal ports from which these wines and liquors are shipped. These experts will be required to be in touch with the local situation, and consequently will be able to certify whether or not the wines or liquors in question are what the labels describe them as being. Dr. Wiley has suggested that the American Government follow the policy of Great Britain which has kept wine unmarketable in Europe out of Great Britain.

Almost all the large California growers are acquainted with Dr. Wiley and they feel that while being absolutely just any action inaugurated by him on the lines indicated

will be of great assistance to the industry in the United States. An influential producer to-day recalled the fact now made public for the first time that when the judges at the Paris Exposition had decided to exclude American wines from the exhibit on the ground that they were falsely labeled in that no American wines could be called champagnes, clarets, etc. Dr. Wiley successfully and rightly contended that inasmuch as all American labels honestly bore the name of the locality in which they were produced and that through wide usage the name had come to mean wine of a certain character the wines should not be thrown out and were entitled to compete with European brands. Dr. Wiley was the only American before the jurors. He pointed out that at previous Expositions American wines had won medals as American clarets, American champagnes, etc. The jurors assented, and the wines were not thrown out. On the other hand they were excluded from the competition for medals. This occurred, so says my informant, two months after the wines had been placed on the shelves by their American exhibitors. There is no feeling in California against European producers. Some of the most successful wine makers are Europeans, and a large proportion of experts have served an apprenticeship in the vineyards and wineries of France, Spain and Italy. They have mastered the arts of wine making and of growing the finest wine grapes, and they state that all they wish is fair competition between the wines of Europe and America. Producers of the best vintages in Europe also take this attitude, for they suffer in competition with our inferior article which bears the label of a famous vintage. One of the largest producers in France recently stated that only 20 per cent of French wines were now adulterated. This makes a great advance over the findings of the Wine Congress several years ago in Paris at which it was stated over 90 per cent of all French wines were either blended or adulterated, and over two-thirds were adulterated. There is no doubt that the strong feeling among honest producers both in this country and in Europe against mislabeling and adulteration will result in the passing of these evils.

California has made giant strides in the wine industry during the last few years. Last year the State produced 42,000,000 gallons of wine. The Department of Agriculture has sent Mr. George C. Husmann in charge of viticultural investigations to this State to establish six experiment stations in characteristic soils in different portions of the State. With the two established last year there will be eight stations, and it is believed by the Department that their inauguration will do much to promote the industry. "The wine business in America is merely in its infancy," said Mr. Husmann. "In Europe viticulture has been a science for hundreds of years. Here we are just beginning, but we are beginning well."

Many authorities state that California wines are stronger than European wines since the ground is newer. It takes many years of cultivation to bring a vineyard to the desired mellowness. On the other hand it is stated that new ground if of the right character lends a certainty of flavor not otherwise attained.

In any event the skill of the viticulturist and the expert in fermentation is of great importance.

LASH'S BITTERS
TONIC LAXATIVE



LOS ANGELES DEPARTMENT



LOS ANGELES, Nov. 22.—Few of the wineries of Southern California will have finished crushing before the end of November. Nearly all of them have been pushed to provide sufficient cooperage for the wine they make this season, and all will have a most successful season. The Sierra Madre Vintage Company at Lamanda Park is making principally sherry and port. The Baldwin Distilling Company at Santa Anita is still crushing, and is making port exclusively. Jacob Rudel, at East San Gabriel, is making port and angelica. Etienne Bros., at Pasadena are confining their attention to the making of port with a few tanks of sherry. John McClure at Shorb is making port and sherry and a little angelica. Giovanni Piuma at Los Angeles is still crushing and is making port and sherry. Giovanni Gai at Glendale is putting out dry wines. Louis Mesnager and Albert Rambaud at Los Angeles are making sweet and dry wines. Little & Baer at West Glendale are doing a big business and are making some particularly fine brandy. This is the first year this firm operated this winery, and it will prove a very successful one. Hugo Goldshmidt, the Sunset winery, is turning out a fine quality of sweet wines. John S. Baker of Santa Fe Springs, has finished crushing. He has made much sweet wine and claret. John G. Ritter, at Palmdale, did not make as much wine this year as last. Charles Stern, at Stalder, Riverside County, operated on a large scale this year and have made a fine quality of goods. E. Vache & Co. at Brookside are now making brand for warehouse. A. J. Steinke at Azusa, is doing big business for his first year. The Italian vineyard company with great vineyards at Cucamonga and winery in Los Angeles, has made 250,000 gallons of sweet wine so far this season, and has not yet quit crushing. The Cucamonga Winery Company (California Wine Association) has worked the new winery to its full capacity and the output will be great. The company is still crushing.

Secondo Guasti has gone to New York with the intention of establishing a branch house in that city to handle the wines of the Italian Vineyard Company, which concern now has at Cucamonga the largest vineyard in the State. Before he went East Mr. Guasti did not disclose

his plans, but it is understood he is assured of success in putting Southern California wines on the New York market by means of a branch house operated in the interest of his company.

It was necessary for the Sierra Madre Vintage Company to get two more large storage tanks to hold the wine this season. Many of the wineries have already reached their holding capacity with grapes still on hand.

Bob Kern, of San Francisco, came down to see his old friends here. His friends are glad to learn he is prospering in his Market-street house.

Jake Waldeck, manager of the Casino Theater, went up to San Francisco to get some of the furnishings for the new bar that is to be an annex of his new play house. "Billy" Salter is going to help select the appointments and arrange the interior. Billy is recognized as an expert on saloon fitting.

Arthur Gore, the Southern California Vintage Company, has opened a wholesale establishment at 518 West Seventh street.

Guy B. Barham, Internal Revenue Broker, devotes much of his time nowadays to his duties as State Bank Examiner. Bert Barham, popular with the wine men, stays in the office.

Frank Price, of 417 South Spring street, has sold his saloon to Roberts, of Oxnard. The saloon at the corner of the Plaza and Los Angeles streets has been sold by D. Alladino to Fava & Brus. Frank Lerch made the deals.

Tom W. Kirby, popularly known to the liquor trade of Southern California, was married this month to an estimable young woman from Cincinnati. They met in a dining car while Tom was traveling in the East, and a romance was the result.

It is found that of the 200 saloon licenses in effect in Los Angeles only twenty are free from brewery control.

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San Francisco, Cal.



Maier & Zobelein control eighty licenses, with annual sales of 80,000 barrels; Los Angeles Brewing Company, forty licenses, with sales of 30,000 barrels; Adloff & Hauerwaas, forty licenses, and 25,000 barrels; Henry Braun, agent for the Ranier beer, fifteen licenses and unknown amount of sales. Now the Merchants and Manufacturers' Association will ask Adloff & Hauerwaas to brew their beer in Los Angeles instead of in San Francisco, and probably also will ask the Ranier people to move their brewery to this city which is nothing if not modest. In connection with these statements it is said the San Francisco brewers were offered \$100,000 for their Los Angeles trade and the offer was refused. As Los Angeles annually uses 150,000 barrels of beer it is hoped to restrict the consumption to the home product.

The license of John Malby, 847 South Los Angeles street, has been transferred to Philip Slatr, at 639 East Third street, and in this Adloff & Hauerwaas win a victory over Maier & Zobelein who opposed the transfer because Malby sold their beer, and Slatr will handle the Wieland product. It was a lively contest in the Police Commission that resulted in this conclusion.

Charles Zinkand expects to open his fine new cafe in the Chamber of Commerce building about January 15th. It will be the most elegant place of its kind in the West. The cafe will be directly opposite the new Mason Opera

House, and will be assured of the after-the-theater custom, which in Los Angeles is important. Mr. Zinkand is giving much personal attention to the preliminary arrangements of the place. W.

Over all wealth, above all station, above the noble, the robed and crowned, rises the sincere man. Happy is the man who neither paints nor patches, veils nor veneers! Blessed is he who wears no mask.—*Ingersoll.*

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.

New York Correspondence.

NEW YORK, November, 1903.—Although it looks difficult to connect the New York Stock Exchange with whiskey, wine and other branches of our business, most people here, seem to think the depression existing amongst the Bulls and Bears, has produced a similar result on the whiskies and wines. Be that as it may, there is no doubt that there is much dissatisfaction with the condition of trade, and unfortunately plenty of reason for it.

But why it should be so dull, is difficult to determine. Locally, strikes have doubtless had much to do with it, but complaint is heard that orders from the West, South and particularly the East, are not up to expectations. The South is perhaps holding up better than other sections, but even there, business is not as it should be.

Nearly all experienced observers seem to have expected a falling off in the volume of business from that of last Fall, and have considered it the inevitable result of the long continued Stock Exchange decline. One hears now and then, that the condition of the iron market is the condition of trade generally, it is regarded as the barometer of business. New Yorkers seem to think Wall street more to be regarded, and it really looks as though it might be if not the barometer, the thermometer, for the "hot times" they have had there, seem to have produced "cold days" in business.

The advent of more seasonable weather has produced some slight improvement the past few days and perhaps a continuance of it will maintain this, but it must be admitted that unsettled conditions in some trades in staples, and in the Labor World, are not very encouraging.

The Pure Food Law agitation, particularly in Pennsylvania, is making lots of trouble for lots of people. To judge by accounts, one wonders there are any people left alive in the State. They must be a hardy lot to stand so much poison and apparently thrive on it. There is no doubt, "things" sold there are not always what they seem, but, as the health of the communities does not appear to be affected, there can be nothing very harmful, even though adulteration is practiced. Proper restriction is to be commended, but Pure Food very often sounds better than it tastes. Pure alcohol or pure spirits reads well. Many people prefer blends, and so long as the ingredients are pure, there should be no interference by law.

The United States Courts are to be called upon to decide whether, for customs purposes sake, the national tippie of Japan, is beer or wine. There has been one decision on this point, that it is wine, but neither the Treasury Department nor the importers are content, so another trial is to be made. The largest quantities of sake which are imported are received at Honolulu, but to gain a hearing for the case in this Circuit, an importation was arranged for the port of New York. It was assessed at 50 cents a gallon as "still wine containing more than 14 per cent alcohol." The importer has appealed, claiming that it was dutiable at 20 cents a gallon as "ale, porter or beer," or 20 per cent ad valorem as "malt extract."

Judge Townsend of the United States Circuit Court has reversed the decision of the United States General Appraisers in the case of Reiss & Brady, in rebottled figs, imported by that firm. These were classified by the Customs authorities as "fruits preserved, not especially provided for." This made the duty 1 cent a pound, with 35 per cent ad valorem added and \$2.50 a proof gallon for alcohol in excess of 10 per cent. The Court held with the importers, that the article is specially provided for in paragraph 264 of the Tariff Act of 1897.

Messrs. Barrett Co., whose unrivalled prune juice has been favorably known for years, have taken the opportunity offered by the Pure Food Law to advise their customers and the trade generally that their product is absolutely pure and they unhesitatingly guarantee it to be so.

It is reported that the importing house of R. B. Henry & Co. recently made a sale of a butt of very old Pedro Domecq Sherry at the price of \$5,000. The wine is said to be the finest ever brought to this country.

Amongst recent visitors to New York was Charlie Roth, who has a host of friends here as well as on the Pacific Coast. He has had an excellent business with his brand of Old Stone and seemed happy as usual.

Messrs. W. & A. Gilbey of London, England, whose goods are well and favorably known on the Coast, have announced a renewal of their agency for the rest of the United States, with Mr. Max Oberfelder of New York. Messrs. Gilbey are recognized as the largest distillers, bottlers and dealers in wines and spirits in the world, and their annual sales are over 19,000,000 bottles (American measure) as per Government reports. Their system of establishing agents and perpetuating the business through these from generation to generation, has proven most successful. It is the intention of Mr. Oberfelder to follow up this system, as closely as possible, and to this purpose he has associated with him, Mr. A. M. Hirschfeld of London, who will give this branch of the business his entire attention.

NEW YORK.

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SAN FRANCISCO

Advice to Firms Exporting to Philippines.

THE following article, taken from the *Manila Daily Bulletin* of recent date, may be of interest to United States exporters:

Catalogues should be in Spanish and should always give the telegraphic addresses and codes employed. Prices should be given. Confidential discount sheets should give the prices current; the importer then can judge prices from his own commercial journals. Weights and dimensions of articles are of great value in a catalogue.

The reputation of a house often depends upon the manner of packing as much as on the merchandise itself. Goods for Manila should be packed with special care. The port is unprotected and the sea is often very rough, making unloading at such times impossible. Transfer is made by natives in small boats from a point two miles distant. These boats are tossed about by the slightest agitation of the water.

Documents ought to accompany the merchandise. Firms should choose for their representatives persons of great experience. The customs officials of Manila are guided by fixed laws, from which they do not deviate. The Philippine tariff laws in regard to the different classifications should be carefully studied, and persons should draw up their documents in accordance therewith. Manufacturers should not place small samples in their shipments unless they mention them as such in their invoices, otherwise they will be compelled to pay duty thereon, and, perhaps, an additional amount.

Every package should bear the name of its destination and its particular marks, and should also show gross and net weight in pounds and kilograms.

Invoices should be prepared in regular form. Some important rules of the Philippine customs service follow:

1. Each package should be specified in the invoice, with marks and numbers.
2. The contents of each package should be indicated in detail, in regard to price and destination.
3. Packages containing goods of different classification should be so entered.
4. The weight declared should include the wrapper, since the wrapper pays the same duty as its contents.
5. As the wrapper is destroyed, the invoice should show net and gross weight.
6. Invoices should always be made in triplicate, two for the customs and the third for consignee.

If bills of lading are not payable at sight, a second but non-negotiable bill should follow, in order to give the consignee information as to freight.

It is preferable to insure in companies having legal representatives in Manila.

We Use Much Canadian Whisky.

The report of Hugh Morris, United States Consul at Windsor, Ontario, gives the figures of the exports from Canada into the United States through that port for the quarter ending September 30, 1903.

The report shows that the chief items are lumber and whiskey, and that the increase is constant. During the three months mentioned, the amount of whiskey sent across the border from that point was valued at \$76,052 50, an increase of \$11,717 00 over the corresponding period of last year.

Colonial Vintages.

THE wines produced in our colonies, which are invariably richer and stronger than those produced in France or Germany, would lose much of the crude qualities which are characteristic of them were they left to mature. While these wines, be it said, have many excellent points, they cannot at present compete as regards delicacy or *finesse* with the more classic wines of French growth. But the vintages of our colonies, owing to the steadier condition of climate and to an abundance of sun, are, as a rule, more certain and more regular than the French or German vintages, and thus the wines of Australia are constant in character, always full and always generous. Of a similar character are the wines of California, Spain, Algiers, Greece, Turkey and Persia. There is an undoubted future for our colonial wines, and some day not far distant it is to be hoped that they may appeal to the connoisseur's taste more than they do now and be of a more refined character. Colonial wines at the present time are very popular, partly because they are cheap and partly because of their "vigorous" character. It has been said that the day of glorious vintages in regard to French wines has passed and that never again shall we see such exquisite wines as were produced in the Medoc, for example, in 1864, 1865, 1874, 1875, or even 1888 or 1889. We do not believe it. . . . In spite of indifferent seasons, ordinary table claret, when procured through respectable channels, has never been so good, so plentiful and so cheap. —*The Lancet*.

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Sole Distributors for the Pacific Coast

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Winemakers Should Assist.

EDITOR WINE AND SPIRIT REVIEW—DEAR SIR: By publishing the following letter in your much-esteemed paper you will put me under great obligation:

Intending to issue a book in the near future, the subject to be discussed being the most important diseases of California wines and their treatment, I should like to make it as valuable as the importance of the subject demands, and to this end to be aided in the widest possible way by the viticulturists of the State. I therefore ask every wine-maker and wine-dealer here in California to look carefully through his cellar and to send me at latest until January 15th, samples of such wines which after repeated treatment do not remain clear, or which show a taste that is not normal. For this purpose I shall require two pint bottles of each wine, accompanied by a statement in detail as to its previous treatment, including the place from which it comes, when and how it was clarified, when filtered, etc. It is necessary that I should have the most definite material at hand before I take any steps towards the examination. The results will be published later, of course, without mentioning any names. In the meantime I will communicate with each sender of samples and shall advise him as to the way in which his wine should be handled in order to remedy its defects.

As the importance of the matter under consideration is perfectly evident, I take it for granted that I can count on the co-operation of the wine men, and I give in advance

to each one who assists in my undertaking my sincerest thanks.

Yours very truly,

DR. WILHELMJ,

Director Institute for Fermentative Industries.
San Francisco, November, 1903.

Italian-Swiss Colony's New Home.

PRESIDENT ROSSI informs us that rapid progress is being made in the completion of the new building and wine vaults of the Italian-Swiss Colony. It occupies all of the fifty-vara lot on the southwest corner of Battery and Greenwich streets. The structure is three stories high of steel, brick and terra cotta, resting on a foundation of piles and concrete. It is more than ordinarily substantially built, as it will be required to sustain the weight of between 2,000,000 and 3,000,000 gallons of wine at all times. The office entrance is on the Battery street side of the structure. The counting rooms will be large and supplied with all the latest appliances to accommodate an army of employees.

The remainder of the space on all three floors will be devoted to the storage of wines, which will be contained in huge tanks of 35,000 gallons capacity each, which will probably be lined with plate glass as in Italy, for reasons of sanitation and economy of space. It is confidently expected that the structure will be completed and ready for occupancy by January 1st next.

CHARLES MEINECKE & CO.

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FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZOON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

**"WHITE HORSE CELLAR"
SCOTCH WHISKEY**

FROM MACKIE & CO., ISLAY, SCOTLAND

Tom Gilmore on California Wines.

WHEN the writer was in California in the eighties, a crop of California wine aggregating 20,000,000 gallons was looked upon as being excessive, but at the present time this State is turning out annually some 40,000,000 gallons, and the increased acreage that has been put into vineyards during the last few years promises much larger crops in the future.

Notwithstanding this increase in production, the prices for California wines are much better than they were a good many years ago. This is doubtless due to two facts—one being the improvement in the machinery of distribution and the other being the improvement in quality.

Fifteen or twenty years ago there were few men in California who knew how to make good wines, and how to mature them properly for the table, but at the present time the California wine interest, as a whole, is conducted along scientific lines, and the product of the State can be found on a very large percentage of the wine lists of the country, and in many markets is highly esteemed by the public in general.

There is no doubt, we think, that California in time will become a producer of wines sufficient in volume and exalted enough in standard to make it a factor of world-wide importance.

There is little doubt that if it were not for the high price of labor in this State, the production could be quickly increased many fold.—*Bonforts.*

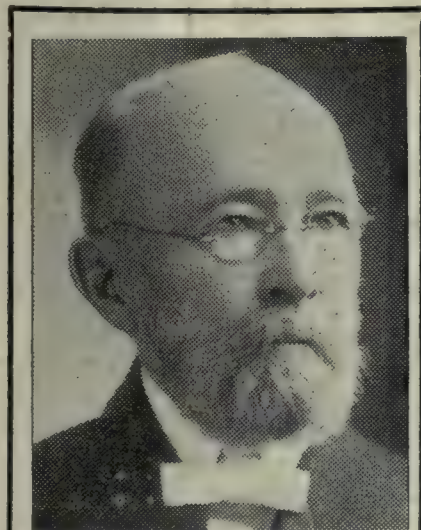
Increased Import Duties in Guatemala.

A DECREE recently issued by the Government of Guatemala makes a decided increase in the duty collected on imports. The law provides that 30 per cent of the customs duties be paid the Banco de Guatemala for certain bondholders. Until this decree was issued importers paid this 30 per cent on a basis of 10 to 1 United States gold, according to a former decree; but now the 30 per cent must be paid in gold or its equivalent in exchange. To illustrate: Formerly, where the duty amounted to \$100, it was necessary to pay 30 per cent at the rate of 10 to 1, or \$300 Guatemalan and the \$70, or a total of \$370 in Guatemalan currency; while now one must pay 30 per cent in United States gold, which at the present rate of exchange (16 to 1) means \$495 Guatemalan currency, and the \$70, making \$565—a difference of \$195, or an increase of about 53 per cent in the real duty paid. This is a very considerable increase on what was already a heavy burden, and it has had a very depressing effect on all foreign business.—ALFRED A. WINSLOW, Consul-General, Guatemala City, Guatemala, September 7, 1903.

Hiram Walker & Sons' "Canadian Club" Whiskey is fully matured in wood before being bottled. Mr. Bees, Pacific Coast Agent, has increased the popularity of this house wonderfully during the last year. In fact, ever since Mr. Bees assumed control of its business in San Francisco the story has been one of growing trade.

The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct
supervision of the United States
Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

JUDGMENT

Of the Franklin Circuit Court, April 9, 1891 (Excerpt)

"Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY, and from representing or describing any of their whiskies as TAYLOR WHISKEY,

either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, or in any way whatever."

There is but one OLD TAYLOR Distillery in Ky.

(INCORPORATED)

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OR
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one Old Taylor Whiskey Distilled in Ky.

New Wine Electrically Treated.

AS announced in last week's *Star*, J. J. Lewin and W. Julien-Laferriere had their machine for sterilizing fluids and aging wines on exhibition at Mrs. F. Sciaroni's cellar Friday, Saturday and Monday evenings, and quite a number of our wine men took advantage of the opportunity to have samples of wine treated and to look at the apparatus. The wine is placed in a receptacle some eight or ten feet above the machine and by force of gravity flows through a hose into a barrel in which is the electrical mechanism for sterilizing and aging. The wine then flows through a hose into a package below. The machine or appliance is contained in a ten-gallon keg and is a network of hollow tubes of various size and electric wires. Vibrating through this mechanism is an electric current operated from a switchboard nearby, upon which are incandescent electric lights. The strength of the current in the keg of wine or water is regulated by the brightness of the lights and varies according to the kind or quality of the fluid being worked with. A representative of the *Star* called at the cellar Monday evening and saw the apparatus in use. A very poor quality of red wine was being run through the machine at the time. Four thirty-two candle power and one sixteen candle power lights were used, and as a strong current was necessary to affect the wine, the lights were burning faintly. It only took ten minutes to sterilize and age the ten gallons of wine, when it was said to be in as good or better condition

than it could be by being cared for and aged in a cellar for from two to two and one-half years. The electric current, operating upon the wine or water, is said to kill every germ or microbe and leave the fluid absolutely free from all injurious substances. Messrs. Lewin and Laferriere certainly have an important device if it accomplishes what is claimed for it. Mr. Lewin has been working upon the invention for the past eighteen years and first made a test on wine eight years ago. He says the wine has kept in first-class shape all this time. Since that experiment he has made several changes and now believes the machine to do perfect work.—*St. Helena Star*.

TELEPHONE BUSH 834

J. R. LAFONTAINE
Job Printing of Every Description

803 MERCHANT STREET
COR. MONTGOMERY
SAN FRANCISCO

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
**NATURAL
MINERAL WATER
BARTLETT**

The best
in the world

For the cure of
**CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES**

As a bar or table water
it has no equal.

A JUG

OF WHISKEY OR WINE

MAKES AN ATTRACTIVE PACKAGE;
REDUCES BREAKAGE TO A MINIMUM.

WE SELL JUGS

With or Without Labels

With or Without Porcelain Top Corks

This
"STANDARD"
is only one of many
different styles
we have to offer

CALL AND SEE
OUR SAMPLES



A Postal
To Us;
A Salesman
To You.

PRICE PER DOZEN:

Standard Jugs, 5 to the gallon	\$1.35
Standard Jugs, 5 to the gallon, with Porcelain Top Corks	1.50
Standard Jugs, 5 to the gallon, with Porcelain Top Corks and Labels,	1.65

ILLINOIS-PACIFIC GLASS CO.

10-12-14-16 MAIN STREET

LOS ANGELES

SAN FRANCISCO

PORTLAND

QUALITY SPEAKS FOR ITSELF



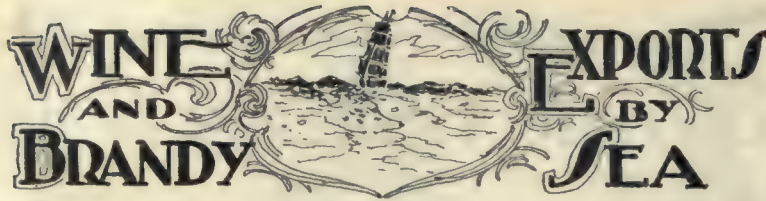
MARQUETTE WHISKY



"FOR THE HOME AND CLUB"

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.



From October 25, 1903, to November 25, 1903.

WINE.

TO NEW YORK.

Californian...	N York via Horns	Gundlach-Bundschu Co.	5,000
"	"	United California Vineyard Co.	32
"	"	Italian-Swiss Colony	50,000
"	"	California Wine Association	102,500
"	"	Lachman & Jacobi	67,500
"	"	Ben Lomond Wine Co.	2,500
"	"	Geo West & Son	35,000
Acapuleo	via Panama	Italian-Swiss Colony	17,070
"	"	C Schilling & Co.	22,273
"	"	Lachman & Jacobi	32,977
"	"	California Wine Association	27,000
"	"	French-American Wine Co.	8,285
Peru	"	California Wine Association	30,000
"	"	Sutter Home W & D Co.	250
"	"	Gundlach-Bundschu Co.	10,000
"	"	Italian-Swiss Colony	12,750
"	"	Lachman & Jacobi	25,939
Colon	"	"	19,105
"	"	French-American Wine Co.	3,890
"	"	Gundlach-Bundschu Co.	10,000
"	"	California Wine Association	32,500
"	"	Italian-Swiss Colony	12,550
San Juan	"	Lachman & Jacobi	12,765
"	"	J Zappettini	558
"	"	Lenormand Bros (Inc)	220
"	"	C Schilling & Co.	13,196
"	"	California Wine Association	33,250
Total		32	582,078
Value			\$241,062

TO CENTRAL AMERICA.

Acapulco	Panama	L F Lastreto	618
"	La Union	"	322
"	"	Gundlach-Bundschu Co.	65
"	"	C Schilling & Co.	307
"	Acajutla	Urioste & Co.	51
"	"	E G Lyons & Raas Co.	369
"	Buenaventura	California Wine Association	500
"	"	Gundlach-Bundschu Co.	51
"	Corinto	Otis, McAllister & Co.	210
"	"	Santa Olara College	25
"	Amapala	Gundlach-Bundschu Co.	153
"	"	C Schilling & Co.	648
"	Panama	"	630
"	Champerico	G A Moore	8
Peru	Acajutla	C Schilling & Co.	270
"	"	Urioste & Co.	1
"	San Juan del Sur	St George Vineyard Co.	24
"	Esmeraldas	C Schilling & Co.	278
Ramees	Acajutla	Italian-Swiss Colony	110
San Juan	Amapala	C Schilling & Co.	52
"	La Union	L F Lastreto	321
"	San J de Gust	California Wine Association	800
"	Punta Arenas	L F Lastreto	58
"	Acajutla	"	287
"	"	John T Wright	50
"	Amapala	Gundlach-Bundschu Co.	2
"	La Libertad	C Schilling & Co.	96
"	Corinto	C Schilling & Co.	96
"	Champerico	A Vignier & Co.	16
"	"	Lachman & Jacobi	159
"	Panama	California Wine Association	6,000
Colon	Champerico	Gundlach-Bundschu Co.	250
"	"	G A Moore & Co.	3
"	Panama	L F Lastreto	60
"	Tumaco	C Schilling & Co.	1,350
Total		54	14,301
Value			\$5,905

TO CHINA.

Coptic	Tsingtan	Lachman & Jacobi	1,030
"	Shanghai	S Foster & Co.	614
"	"	Schlessinger & Bender	284
"	"	Getz Bros Co.	83
"	"	Cloverdale Wine Co.	1,758
Amer. Maru	"	B Arnold & Co.	513
Korea	"	Italian-Swiss Colony	34
Total			4,316
Value			\$2,768

JOHN DEWAR & SONS

DISTILLERS

By Royal Warrant to His Majesty King Edward VII.



Old Highland Scotch Whisky

Special, Extra Special, White Label,
Special Liqueur, Extra Special Liqueur.
Awarded over 50 Gold Medals, Etc.
Largest Importations 1902.

SHERWOOD & SHERWOOD

Pacific Coast Agents.

TO MEXICO.

Acapulco	Acapulco	L F Lastreto	231
"	"	California Wine Association	305
Peru	"	L F Lastreto	307
"	Mazatlan	Maldonado & Co	50
"	"	W Loaiza & Co	550
Curacao	"	Maldonado & Co	250
"	"	W Loaiza & Co	170
"	Altata	"	455
"	"	E G Lyons & Raas Co	170
"	Mazatlan	Leo Metzger & Co	5
"	"	Italian-Swiss Colony	122
"	"	L F Lastreto	393
"	"	Bertin & Lepori	202
"	"	Lachman & Jacobi	10
"	"	Gundlach-Bundschu Co	283
"	Santa Rosalia	Felix Santalier	190
"	Guaymas	Tbannhauser & Co	240
"	"	M Lichtenstein	10
"	"	B Frapolli & Co	634
"	"	E G Lyons & Raas Co	201
"	"	W Loaiza & Co	400
"	"	Maldonado & Co	820
"	Altata	"	60
"	La Paz	Napa & Sonoma Wine Co	67
San Juan	Mazatlan	Gundlach-Bundschu Co	466
"	"	Italian-Swiss Colony	101
Colon	"	Leo Metzger	34
"	"	Maldonado & Co	250
Total			6,976
Value			\$3,046

TO JAPAN.

Coptic	Kobe	California Wine Association	52
Amer Maru	"	S P Co	640
"	Yokohama	Beringer Bros	105
"	"	Italian-Swiss Colony	250
"	Nagasaki	A Repsold & Co	200
Korea	Hiogo	California Wine Association	516
"	"	Gundlach-Bundschu Co	590
Total			2,263
Value			\$782

TO HAWAIIAN PORTS.

VESSEL.	DESTINATION.	SHIPPER.	CASES.	GALLONS
Geo Curtis	Honolulu			2,034
Nevadan	"			2,871
"	Wailuku		20	1,530
"	Nawiliwili			810
"	Koloa			1,025
"	Kalului			1,250
S N Castle	Honolulu			4,113
Albert	"			8,465
Archer	"			6,038
Alameda	"		50	6,937
H C Wright	Mahukona		1	50
Santiago	Hilo			3,730
Sonoma	Honolulu			50
Amy Turner	Hilo			13,123
S G Wilder	Honolulu			8,221
W B Flint	Makaweli			577
Nevadan	Honolulu			3,510
"	Kahului		35	875
"	Wailuku			875
Total			86	65,969
Value				\$29,363

TO BRITISH COLUMBIA.

Queen	Victoria	Sherwood & Sherwood	4	
"	"	A Repsold & Co		250
"	"	H Levy & Co	149	
"	Vancouver	California Wine Association		105
"	"	Napa & Sonoma Wine Co		102
Oy of Pueblo	"	Bertin & Lepori		104
"	"	Western T & S Co		50
"	"	A Repsold & Co		250
"	Ladyemith	L Lerda		128
Umatilla	Rosland	Uioeci & Lombardi		15
Oy of Pueblo	Vancouver	Lachman & Jacobi		290
Queen	Victoria	Wells-Fargo Co	1	
"	"	B Frapolli & Co		26
"	"	California Wine Association		107
"	"	Napa & Sonoma Wine Co		27
Umatilla	Vancouver	"		257
"	Victoria	M Rothenberg & Co		10
Total			154	1,693
Value				\$1,132

Compiled from the Custom House Reports

Imports of Champagne into the United States

From January 1st to November 1st

	1902 CASES	1903 CASES
MOËT & CHANDON "White Seal" and "Brut Imperial"	71,124	91,612
G. H. Mumm & Co.	101,714	90,904
Pommery & Greno	21,436	24,240
Ruinart, pere & fils,	13,351	19,005
Vve Clicquot	10,186	11,974
Louis Roederer	9,046	8,576
Piper Heidsieck	9,281	4,677

MOËT & CHANDON WHITE SEAL CHAMPAGNE

WILLIAM WOLFF & CO., Pacific Coast Agents

216 Mission Street, San Francisco, Cal.

TO SOUTH AMERICA.

Acapulco....	Bahia.....	California Wine Association.....	800
Peru.....	".....	C Schilling & Co.....	1,540
Total.....			2,340
Value.....			\$1,220

MISCELLANEOUS.

Imberhorne..	London.....	California Wine Association.....	8,003
Sierra.....	Apia.....	Italian-Swiss Colony.....	1,275
".....	Pago Pago.....	Leo Metzger & Co.....	26
".....	Auckland.....	Goldberg-Bowen Co.....	3
Torridor.....	Manchester.....	Gundlach-Bundschu Co.....	100
Umatilla.....	Douglas.....	Solis Wine Co.....	248
Sonoma.....	Sydney.....	California Wine Association.....	79
Umatilla.....	Douglas.....	Ciocci & Lombardi.....	15
Total.....			3
Value.....			10,368
			\$3,897

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Nevadan.....	Honolulu.....		210	
".....	Kahului.....		306	101
".....	Nawiliwili.....			50
Ernest Reyer..	Hull.....	Haslett Warehouse Co.....		47
Coptic.....	Shanghai.....	E G Lyons Co.....	2	
".....	Yokohama.....	Crown Distilleries Co.....	2	
".....	Manila.....	E G Lyons Co.....	24	
Acapulco.....	Acapulco.....	Crown Distilleries Co.....		28
".....	La Union.....	Sherwood & Sherwood.....	1	48
".....	Acapulco.....	Hiram Walker & Sons.....	30	
".....	San Jose de Guat.....	".....	30	
".....	Amapala.....	".....	30	
".....	Champerico.....	G A Moore & Co.....	1	
Cy of Pueblo..	Victoria.....	Haslett Warehouse Co.....	50	
Albert.....	Honolulu.....	Crown Distilleries Co.....	200	
Peru.....	Acapulco.....	Crown Distilleries Co.....	50	
".....	Mazatlan.....	Maldonado & Co.....	20	
Curacao.....	Ensenada.....	Wm Wolff & Co.....	10	
".....	La Paz.....	Goldberg-Bowen Co.....	1	
Alameda.....	Honolulu.....		216	
Amer. Maru...	Yokohama.....	Crown Distilleries Co.....	2	
".....	Manila.....	".....	100	
Nevadan.....	Honolulu.....		100	588
Kahului.....	".....		167	500
San Juan.....	Amapala.....	Crown Distilleries Co.....	16	
".....	Mazatlan.....	".....	13	
".....	San J de Guat.....	".....	30	
".....	Mazatlan.....	Haslett Warehouse Co.....	10	
".....	Punta Arenas.....	".....		14
".....	Guayaquil.....	Mohns & Mohns.....	75	
Sonoma.....	Honolulu.....		25	284
".....	Auckland.....	Haslett Warehouse Co.....	1	
".....	Fremantle.....	".....	1	250
Colon.....	Sydney.....	E G Lyons Co.....		50
".....	Champerico.....	Geo A Moore & Co.....	3	
".....	San J de Guat.....	Hiram Walker & Sons.....	15	
Amy Turner....	Hilo.....		35	175
Korea.....	Yokohama.....	Haslett Warehouse Co.....		83
W B Flint.....	Makaweli.....		25	500
Total.....			1,771	2,718
Value.....				\$17,853

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Nevadan.....	Kahului.....			105
Acapulco.....	New York.....	C Schilling & Co.....		376
".....	Acapulco.....	Crown Distilleries Co.....		15
Cy of Pueblo..	Vancouver.....	Bertin & Lepori.....	1	
Peru.....	Acapulco.....	Crown Distilleries Co.....	5	
Curacao.....	Ensenada.....	Wm Wolff Co.....	5	
Alameda.....	Honolulu.....		33	
Umatilla.....	Douglas.....	California Wine Association.....		50
San Juan.....	Amapala.....	Crown Distilleries Co.....		50
".....	".....	P J Knudsen.....	1	
Amy Turner....	Hilo.....		20	
Total.....			65	596
Value.....				\$1,767

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PKGS. & CONTENTS.
Nevadan.....	Kahului.....		1 cs wood alcohol
".....	".....		12 bbls gin
".....	Honolulu.....		1 " liquors
Sierra.....	".....		1 cs vermouth
".....	".....		21 " apollinaris
".....	Pago Pago.....	L T Snow.....	2 bbls cider
".....	".....	Goldberg-Bowen Co.....	1 " ginger ale
S N Castle....	Honolulu.....		10 csks malt ext
Coptic.....	Nagasaki.....	Thos W Collins Co.....	10 " malt tonic
".....	Kobe.....	Union Distilling Co.....	150 bbls alcohol
".....	Shanghai.....	Crown Distilleries Co.....	209 cs cordials
Acapulco.....	La Union.....	Gundlach-Bundschu Co.....	1 cs min water
".....	Acapulco.....	California Wine Association.....	4 " " "
Archer.....	Honolulu.....		4 " " "
Peru.....	Acapulco.....	L F Lastreto.....	10 " " "
".....	San Juan del Sur.....	Hooper & Jennings.....	3 " " "
".....	Mazatlan.....	Maldonado & Co.....	10 " " "
Curacao.....	".....	".....	5 " " "
".....	".....	".....	10 " ginger ale
".....	".....	".....	4 bales sarsaparil
".....	Altata.....	".....	1 cs wine tonic
".....	Ensenada.....	Thaunhauser & Co.....	12 " min water
".....	Mazatlan.....	".....	2 " " "
Alameda.....	Honolulu.....		13 " liquors
".....	".....		5 " creme de m
".....	".....		36 " min water
".....	".....		5 " gin
".....	".....		17 " bitters
Umatilla.....	Vancouver.....	Long Syrup Refining Co.....	6 " cherries in m
Amer Maru...	Nagasaki.....	Williams, Diamond & Co.....	12 " min water
Nevadan.....	Kahului.....		25 " gin
".....	Honolulu.....		5 " liqueurs
".....	".....		3 csks soda
San Juan.....	Amapala.....	L F Lastreto.....	4 cs ginger ale
".....	".....	P J Knudsen.....	4 " anisetti
".....	".....		2 " curacao
".....	Mazatlan.....	Canalizo, Trillanes & Co.....	5 " min water
Sonoma.....	Auckland.....	Haslett Warehouse Co.....	2 " bitters
Colon.....	San Blas.....	Bartlett Springs Co.....	2 bbls ginger ale
".....	Panama.....	L F Lastreto.....	6 cs vermouth
Amy Turner....	Hilo.....		1 bbl alcohol
".....	".....		1 kg wood alcohol
Korea.....	Honolulu.....		5 cs cider
Rosecrans....	Hilo.....		1 " alcohol
W B Flint.....	Makaweli.....		15 " min water
".....	".....		2 " cider
".....	Wiamea.....		1 " grape juice
".....	".....		10 kgs rice nectar
Total.....			672 packages
Value.....			\$6,341

CHARLES BUNDSCHU, President

CARL GUNDLACH, Vice-President

HENRY GUNDLACH, Secretary



Gundlach-Bundschu Wine Company

Successors to J. GUNDLACH & CO.

Vineyard Proprietors and Shippers of

California Wines and Brandies,

PROPRIETORS RHINE FARM, SONOMA, CAL.

And BACCHUS WINE VAULTS, 438-442 Bryant St., S. F.

San Francisco Office,
S. E. COR. MARKET & SECOND STS.NEW YORK BRANCH,
S. COR. WATTS & E. WASHINGTON STS.

EXPORTS OF BEER BY SEA.

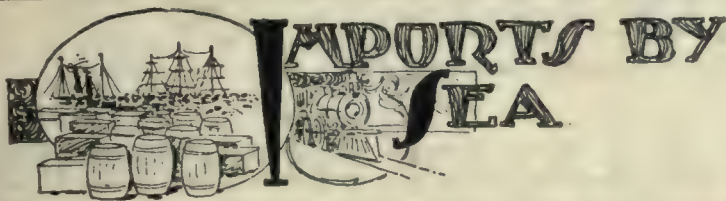
VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTLED	PACK'GS BULK
Geo Curtis.	Honolulu.		240	
Nevadan.	"		2	205
"	Kahului		100	
Sterra.	Sydney.	S F Breweries Ltd.	4	
"	Pago Pago	Goldberg-Bowen Co.	3	
Coptic.	Maui.	S P Co.	125	
"	"	Claus Wreden Brewing Co.	1	
"	Port Arthur.	S P Co.		500
Acapulco.	San J de Guat.	Sherwood & Sherwood.	6	
Albert.	Honolulu.		100	
Peru.	San Juan del Sur	John Rapp & Son	3	
"	Acajutla.	Urioste & Co.	1	
Alameda.	Honolulu.		113	
Nevadan.	"			371
"	Kahului		100	2
San Juan.	La Union.	S F Breweries Ltd.	4	
"	Acajutla.	John T Wright.	2	
Colon.	Corinto.	Buffalo Brewing Co	15	
Amy Turner.	Hilo.		50	
S G Wilder.	Honolulu.		105	
Carrie & Annie	Panape.	D Etcheit.		5
Total			974	1,283
Value.				\$13,955

Wine and Brandy Receipts.

Receipts of wines by rail from interior cellars for the month of November, 1903, were 1,479,560 gallons; brandy for the same period, 80,300 gallons.

Imports of Beer by Rail.

Hilbert Mercantile Co. (A. B. C.) 910 bbls.
 Braunschweiger & Co. (Val Blatz) 100 bbls.
 Tillmann & Bendel (Anheuser-Busch) 500 bbls.
 P. J. Weniger & Co. (Mayflower) 130 bbls.
 T. W. Collins & Co. (Pabst) bulk, 460 bbls; 200 hf. bbls.;
 500 qr. bbls., and 775 casks bottled; 700 casks Best Tonic.



IMPORTS OF WINES AND LIQUORS BY SEA.

NOVEMBER, 1903.

FROM LONDON—Per "Socot"

325 cases beer	Wm Wolf & Co
333 " whiskey	"
285 " gin	Chas Meinecke Co
100 " mineral water	Goldberg-Bowen Co

FROM ANTWERP—Per "Optima."

190 cases whiskey	Bank British No America.
11 cases wine	"
225 cases brandy	William Wolff & Co
100 " apollinaris water	Barnell & Co
150 " Apenta water	United Agency Co
240 " wine	Chas Meinecke Co

FROM ANTWERP—Per "Jean Guillon."

110 cases mineral water	A Vignier Co
215 " absinthe	"
15 " kirsch	"
125 " brandy	"
109 " wine	"
6 cases "	"
4 hf cases wine	"
127 cases liqueurs	"

FROM HAMBURG—Per "Clan Graham."

1024 cases mineral water	Order
75 " aquavit	Naber, Alfs & Brune
10 cases prune tonic	American Commercial Co.
250 cases brandy	C W Craig & Co
15 cases wine	Hellman Bros Co
15 octaves wine	"
50 cases liqueurs	William Wolff & Co
125 bbls whiskey	"
635 " "	C W Craig & Co
75 " "	Siebs Bros & Plagemann
100 " "	Roth & Co
100 " "	Naber, Alfs & Brune
50 " "	Jos Melzer & Co

FROM VANCOUVER—Per s.s. "Queen"

4 cases whiskey	Sherwood & Sherwood
-----------------	---------------------

FROM ANTWERP—Per s.s. "Eurasia."

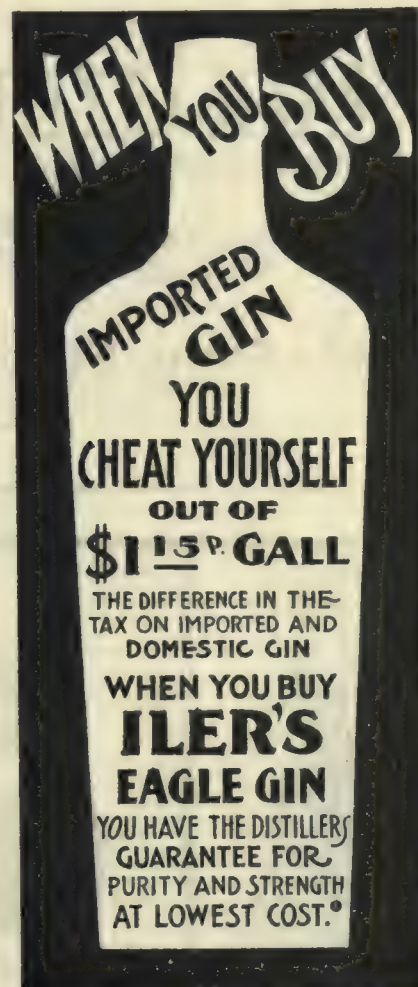
300 cases mineral water	Order
300 " apollinaris water	United Agency Co
1500 " vermouth	C W Craig & Co
100 " spirits	"
7 bbls wine	J F Plumel
7 cases "	"
135 " "	Chas Meinecke Co
6 bbls "	E Godheaux
30 cases gin	Bank British No America.
10 octaves gin	Simon Levy & Co
10 1-lb gin	Kuhls, Schwarke & Co
50 cases gin	Wichman, Lutgeu & Co
100 " mineral water	C D Bunker & Co

FROM GENOA—Per s.s. "Ramses."

40 bbls wine	Grannucci Bros
--------------	----------------

FROM HAMBURG—Per s.s. "Nicaria."

10 bbls fruit juice	Hellman Bros Co
42 " "	Order
50 cases mineral water	Tillmann & Bendel Co



WILLOW SPRINGS DISTILLERY
 OMAHA, NEB., U. S. A.

Monte Cristo (REGISTERED)

CHAMPAGNE
 EXTRA DRY

THE
 ONLY
 GENUINE

D. P. ROSSI

Dogliani, Italy, and
 San Francisco

Sole Agent for the United States and Canada

TELEPHONE MAIN 1208

San Francisco Office: 1400 DUPONT ST.

THIS BRAND IS ONE OF THE
 LEADING CHAMPAGNES
 USED AT THE ROYAL
 COURTS OF ITALY,
 GERMANY AND
 ENGLAND; IS
 ESPECIALLY EN-
 DORSED BY DEL-
 MONICO, NEW YORK;
 PALACE HOTEL, DEL
 MONTE, POODLE DOG,
 MAISON RICHE MAISON
 TORTONI, ETC., S. F.

Carabana-Serra Corporation, Manhattan. Mineral and artificial waters. Capital, \$100,000. Directors—John W. Blakey, Jose N. Ferrer of New York and George J. Wallou of Brooklyn.

The patient work horse can't go all the gaits, but he is worth more to the farmer than his roadster.

We are all creatures of circumstances, and merit often fails where good luck wins.

Must Look Ahead.

THE following, taken from *The Truth*, the official organ of the Liquor Dealers' Association, voices the demand of the public:

There is one thing that the liquor trade of Michigan will be forced to recognize before long, and that is that the trade must agree upon some kind of a law which will limit the saloons according to the population and raise the morals of the business in general or some one is going to do it for them in a manner that will put about half of those engaged in the business at present completely out of it.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

J. J. HANLEY, Secretary.

Proprietors Clingmoor Whiskies

Telephone Main 1807

MELCZER BROS. CO.

Importers and
Wholesale

Wine and Liquor Merchants

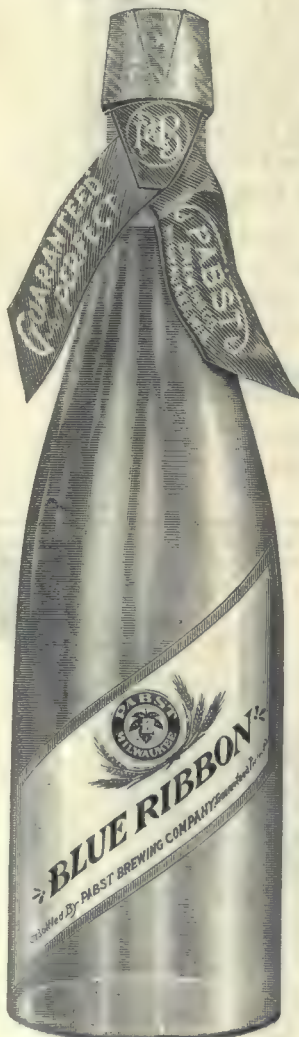
404 Front Street, San Francisco

Branch, Melczer Building
Phoenix, Arizona

Controllers Clingmoor Whiskies.

Distributors Jas. E. Pepper and Henry Clay Rye.

PABST



Choicest Brew



THOS. W. COLLINS & CO.
GENERAL AGENTS
105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



Most Convenient Bar
Package

BRANDY PRODUCTION

FIRST DISTRICT—Month of October, 1903.

	Tax Gals.
Produced and bonded	77,768.6
Received from distillery, Fourth District, California	
Received from special bonded warehouse, Fourth District, California	
Transferred from distillery to special bonded warehouse, Eastern districts	26,789.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts	21,046.0
Exported	74.4
Tax-paid	46,097.9
Remaining in bond October 31st, 1903	1,023,921.3

FOURTH DISTRICT—Month of October, 1903.

	Tax Gals.
Produced and bonded in this district	
Transferred from distillery to special bonded warehouse, First District, California	
Transferred from distillery to special bonded warehouse, Eastern District	
Transferred from special bonded warehouse to special bonded warehouse, First District, California	No
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	Report.
Exported	
Tax-paid	
Remaining in bond, October 31st, 1903	

SWEET WINE PRODUCTION

FIRST DISTRICT—Month of October, 1903.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	4,016	983,070.1
Brandy withdrawn from special bonded warehouse for fortification	326	37,553.8
Brandy actually used for fortification	3,631	828,618.9
		Wine Gals.
Port produced		2,613,673.84
Sherry produced		411,343.06
Angelica produced		427,404.39
Muscat produced		292,265.66
Tokay		
Malaga		33,320.76
Total sweet wine produced in October, 1903		3,778,007.71

FOURTH DISTRICT—Month of October, 1903.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification		
Brandy withdrawn from special bonded warehouse for fortification		
Brandy actually used for fortification		
Port produced		
Sherry produced		
Angelica produced		
Muscat produced		
Tokay		
Total sweet wine produced in October, 1903		

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER



A. FINKE'S WIDOW CHAMPAGNES

809 MONTGOMERY STREET

TELEPHONE RED 161

• CABLE ADDRESS: FINKE

San Francisco, Cal.



Communications from the Institute of Fermentative Industries.

Words of Advice to Wine Merchants.

By DR. A. WILHELMJ.

I.

SAN FRANCISCO, NOVEMBER, 1903.

AS the time will soon arrive when the wine dealer must look around for new wines, so as to replenish his stock, it may not be amiss to look at this fact from a point of view different from that which has heretofore been customary. The wine merchant is mostly guided by his taste when he buys wine, and this has until now been almost the sole standard of judgment. Only in rare cases will he decide to have the wine tested by an expert, i. e., a chemist. The latter will then tell him in some cases that the wine may be improved in such and such a manner, so as to obtain a uniform taste, corresponding to the locality from which the wine comes. That is all very well, although one should, as far as possible, keep away from wine with chemistry, i. e., the practical application of chemistry. It is true that in many cases it is necessary to make the wine somewhat more palatable, but this should be done only when it is absolutely necessary. A great deal can be done with blending of wine if it is properly understood, and an improvement of wines by means of chemical processes should therefore be undertaken only when it is unavoidable. The chief requirement is that the quantities that are added are accurately computed and in practice properly adhered to. Only in this manner can a deterioration of the wine be avoided.

Although it is surely to be appreciated if the wine dealer decides to have the wine tested before buying, this has a real value only if, at the same time, he obtains a judgment whether the wine is sound or not. This fact has heretofore been scarcely taken into consideration. And yet, judging the wine with regard to its soundness, is by far the most important factor in an analysis of wine.

The wine dealer has not realized this heretofore. Supposing he buys a wine that tastes good to him, which is perhaps not yet entirely clear, but after a clarification entirely satisfies his requirements. After the wine has been lying, after racking, for some time, he finds on testing it that it is again no longer clear. He will then for a change sulphur or filter the wine, if he does not decide to clarify it by some other means. The wine will again become clear but only for a short time. Now the wine dealer loses his patience; he concludes to mix it with another brand of wine and to get rid of it as soon as possible. Then he will say to himself that he has had bad luck with his wine. In the rarest cases, will he arrive at the conclusion that with a timely investigation, and a consequent expert treatment, he might have avoided all of his losses. For these losses, caused by the various treatments in the cellar, through which the wine can only grow worse, as by the filtering and clarification, it is deprived of one coat after another, so to speak, and furthermore, through its final use as a mix wine in order to produce a cheap wine that will sell readily, all these losses might have been avoided if on buying the wine he had it tested with regard to its soundness, as then the defect of the wine would surely have been discovered, or if he had sent the wine to be tested when it did not become clear after its first clarification. Then a great deal of labor and money might have been saved, as the expense of testing would have been far less than the amount of the subsequent losses. But, alas, many people still figure very poorly by shunning the amount of a single expense, in the present case this testing, but on the other hand they spend ten or twenty times as

much without consideration, when the expense cannot be accurately computed beforehand. It is time that a change should be made in this regard.

Now what is meant by an expert improvement of wine? I would consider only such wines as have some defect that makes them unfit for direct sale. The first and most apparent is that the wine is not yet completely fermented. There is, as I indicated in the preceding number of this REVIEW, only one rational remedy for this, namely, to complete fermentation. But not to complete fermentation with any yeast whatever, or to wait until its own yeast has fermented it, but solely and alone to complete fermentation with a yeast of pure culture which is known to complete fermentation also of wines that contain a great deal of sugar. It is very easy to find the presence of sugar. Nevertheless, every wine that has not completed fermentation should be subjected to a microscopical test in order to discover an actual cause for its arrested fermentation. Only after this is done can it be announced with certainty from the experimental station in what manner the incompletely fermented wine is to be treated concerning the quantity of yeast to be added. For without a previous test, one is groping in the dark, and it would be possible that in spite of an excellent pure yeast this would not do its work for reasons that would have been clearly recognized if the unsound wine had previously been sent in for a test. A false economy is to be deprecated here as elsewhere, for it bitterly avenges itself later on.

The cause of unsoundness of a ripe but unsalable wine is that, in spite of repeated clarification, it does not remain permanently clear. There are many reasons for this. The one best known to practice is the presence of acetic acid. I do not speak here of the possibility of the presence of acid-bacteria in uncompletely fermented wines, for very often it is present in districts where the grapes contain a large amount of sugar, and where the must does not complete fermentation on account of a too high temperature. How this can be avoided, and how the must can be brought to complete fermentation in spite of a too high temperature in the beginning, we will speak of another time.

The danger from the presence of acetic acid lies the nearer, the poorer in alcohol a wine is. It is, therefore, in our climate in which the grapes mostly contain a great deal of sugar, a disease which may be easily avoided with a proper treatment in the cellar. But after it has once appeared then no time should be lost, but its immediate removal should be undertaken. A treatment of the presence of acid, of course, pays then only when the disease has not yet too far advanced. Otherwise, all that can be done is to make vinegar out of the wine or to distill it.

For the removal of the presence of acid there is in practice only one effective remedy, namely, to re-ferment the wine. It is remarkable how rarely this treatment has been resorted to here in California as compared with other wine-producing countries. This may partly be attributed to the lack of the proper kind of yeast adapted for it, for it is natural that for the re-fermenting of wines only yeast of pure culture can be used, otherwise the sick wine would possibly be made still sicker. But the principal reason may be that the wine merchant thinks he could not undertake any re-fermenting in his cellar for fear that he might spoil his other wines. I cannot accept the validity of this reason. For with some effort on his part every wine merchant will be able to select some corner in his cellar, which for this purpose must naturally be the warmest, in which to re-ferment his wines. There often exists remarkable fear to undertake such re-fermenting in a cellar where other wines are stored. If there are only thoroughly fermented wines, as

(Continued on Page 53)

SIMON LEVY & CO.

IMPORTERS

Hills &
Underwood
LONDON

Old Tom
and
Sloe Gin

Dry Gin

Orange
Bitters



P. GARNIER
Enghien,
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ABRICOTINE,
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BRANDY,
CHERRY BRANDY,
CURACAO,
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ANISETTE,
CREME de
MENTHE,
CREME de CACAO,
CREME de ROSE,
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TOM PARKER

CANTEEN

AND

419 Bourbon
and Rye

Whiskies



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FOR

Litthauer &

Caroni

Bitters

California Wines and Brandies

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San Francisco, Cal.

ALONG THE LINE

Mogul Cocktail—The Greatest Appetizer.

It has remained for a San Francisco man to conceive the greatest appetizer extant. The beverage is not only possessed of great qualities for sharpening the palate, but is light and in no wise harmful. "Jack" Stafford, of the El Dorado, corner of Sacramento and Montgomery streets, this city, is the author of the Mogul Cocktail. The formula as given by him is as follows: 3 drops Angostura bitters; 1 dash orange bitters; 1 pony French vermouth; 1 pony whiskey. While the ingredients are being prepared the drinking glass should be chilled. Then take a thin slice from the center of a lime, place it in the bottom of the chilled drinking glass and "muddle" gently. Stir contents of mixing glass thoroughly and then pour upon the muddled lime. At the same time you can thank the Lord for making it possible to concoct such a highly delightful beverage.

John Knobloch, of 550 Clay street, has been remodeling and improving his quarters. The improvements include ornamental windows, the repainting of the front and swell signs. Business at this saloon is not only good, but continues to improve.

"Red Light," Broadway's Latest.

"THE RED LIGHT" is the latest thing in drinks on Broadway, New York. All the folks who called so persistently for "rickeys" a few years ago and "Mamie Taylors" latterly, are calling for "red lights" now. But your highball drinker will have none of them. There is not enough action in a "red light" for your highball drinker.

Actresses have taken to drinking the ubiquitous "red lights," and everywhere in the Broadway restaurants—Rector's, Shanley's, Martin's—they are consuming vast quantities of the pretty new drink. For it is pretty as well as finely flavored.

The "red light" will be the drink fad of the winter for those who do not go in heavily for strong waters. For "red lights" are so mild as to be almost harmless, but they do say that a dozen of them will make you feel "lit up," and with red lights at that.

The simplicity of the "red light" is its charm.

If your bartender isn't up-to-date enough to know how to make a red light tell him to put three dashes of Boonekamp bitters in a highball glass, pour in three-quarters of a whiskey glass of Italian vermouth, add a bit of ice and fill up with carbonic. Go slow with the carbonic, otherwise it will foam over.

Made right, a "red light" is a beautiful pink sparklet with a fine flavor.

"Another of the same, please!"

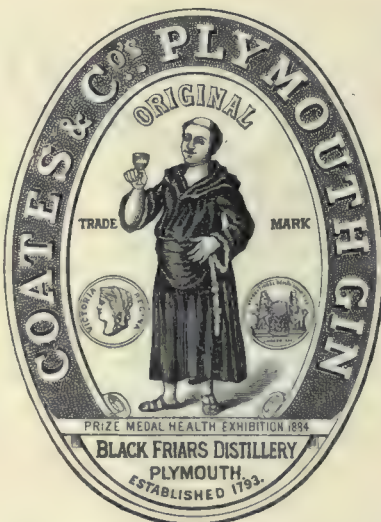
Plymouth Gin



COATES & CO.

Plymouth
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*Sold in Cases Only,
Never in Bulk*



Dawson's Scotch



PETER DAWSON

Dufftown
Scotland

UNADULTERATED

Thoroughly Matured

SOLE AGENTS FOR THE PACIFIC COAST

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123 CALIFORNIA ST.

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SAN FRANCISCO

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody
Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH

The YELLOWSTONE SALOON
MERCHANTS' LUNCH

22 MONTGOMERY STREET

San Francisco, Cal.

Telephone MAIN 1447

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Sportsmen's
Ideal Resort

Black Bass Fishing
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Fine Cuisine
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CHAS. F. CARR, Proprietor

GUS MASSEY

HENRY DUNLAP

OPEN ALL NIGHT

MASSEY'S

201 Powell Street, S. F.

MASSEY'S SPECIAL RYE AND BOURBON

Safe Deposit Boxes for Accommodation of Patrons.

T. M. FERGUSON

719 MARKET STREET
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TELEPHONE MAIN 1830

... WHOLESALE and RETAIL ...

HEADQUARTERS FOR OLD CROW WHISKEY IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

WINES, BRANDIES AND WHISKIES

Branch, 141 Montgomery Street

Telephone MAIN 1891

SAN FRANCISCO, CAL.



Drink
VERONICA

WATER

The Best Remedy on Earth for Rheumatism and
Constipation, Stomach, Liver and Kidney Troubles

For Sale Everywhere

All Liquor Dealers Sell it by the Glass

Headquarters, 406 Turk Street, San Francisco

W. E. PATE, Manager

Along The Line

The famous Log Cabin Saloon, on Market street, near Battery, has finally been sold. Theodore Bielenberg disposed of his property during the month to Joseph Ethen, who is well known in the retail business in the city. The purchase price is said to have been in the neighborhood of \$10,000. This figure sounds cheap, but the Log Cabin is one of the smallest saloons in San Francisco, and at the same time one of the best money makers. Mr. Bielenberg, it is understood, retires from active business life with a competency, all of which has been acquired in a few years.

"Bill" Brown, formerly one of the leading members of the Bostonian Company, but later a highly successful liquor trade salesman, has again enlisted in the ranks, and is ably assisting in the sale of Marquette whiskey.

Oscar Hocks Wins Out.

WE are pleased to note the fact that our old friend Oscar Hocks, as a result of the official recount of the votes cast at the recent municipal election, was elected Supervisor, and is now in possession of his certificate. The semi-official returns showed that he had been defeated. Mr. Hocks is Vice-President of the Sutter Home Wine and Distilling Company and one of the best known men in the trade. He will most certainly do good service in the interests of the wine and liquor business. The trade also elected Theodore Lunstet and re-elected Bent and Eggers to the Board. To show that their organization was of special value, it may be stated that the liquor men elected twelve out of sixteen men who were indorsed.

Rome Harris, of 133 Montgomery street, received a dispatch from his son in New York on the 21st inst., announcing his safe arrival in the metropolis on his trip around the world. The young man is in the transport service of Uncle Sam and reached New York via the Suez Canal. Mrs. Rome Harris made the long trip to New York in order to meet her son. The youngster is a seasoned mariner and finds his pleasure in following the sea.

The E. G. Lyons & Raas Co.

549-551
Mission Street

San Francisco,
Cal.

(ESTABLISHED 1852)

DISTILLERS
OF . . .

HIGH GRADE CORDIALS

ESTABLISHED 1852

ESTABLISHED 1852



PURE FRUIT BRANDIES PURE FRUIT SYRUPS

Pine Apple in Maraschino

Cherries in Maraschino



OUR SPECIALTIES

PURE FRUIT BRANDIES

Raspberry
Strawberry
Pine Apple
Apple
Peach, Pear
Apricot
Cherry
Blackberry

PURE FRUIT CORDIALS

Raspberry
Strawberry
Apricot
Peach
Pear
Blackberry
Cherry
Pine Apple

CREMES

Vanilla
Rose
Violet
Moka
Cocoa
MENTHE
Noyaux

PURE FRUIT SYRUPS

Raspberry
Strawberry
Pine Apple
Orange
Lemon
GRENADINE
Orgeat
Blackberry

CURACAO

Orange Bitters
Maraschino
Pousse Cafe
Anisette
Cassis
Kirsch
Bernardine

Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

All the Leading
Brands of Case
Goods X X
Ten cents straight


MITCHELL'S

Wholesale and Retail Dealer
in the Finest Brands of . . .

Wines and Liquors

1 Taylor Street and
2 Golden Gate Avenue
SAN FRANCISCO, CAL

JOHN L. HERGET



ON THE DOWN-TOWN LINE.

SHUFFLE BOARD



FINE LIQUORS

DROP-IN RESORT—For Architects, Builders and Business Men Generally

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WINES AND LIQUORS.

624
MONTGOMERY
ST.
SAN FRANCISCO, CAL.



**AGENTS
AND
DISTRIBUTERS**
For the
Following
Case
Goods:



NABER, ALFS & BRUNE
IMPORTERS AND WHOLESALE
WINE & LIQUOR
SOLE AGENTS FOR PHOENIX OLD BOURBON
MERCHANTS
323 & 325 MARKET ST.
San Francisco.



Aquavit—Jorgen B. Lysholm, Thronhjelm, Norway, Mfr.
Swedish Punch—Axel Bagge & Co., Göteborg, Sweden, Mfrs.
Swedish Rent Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.

NABER, ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

ALONG THE LINE

Emmet Hayden of the Ferry Cafe, and proprietor of the Tiburon and Santa Fe ferry bars, took a pleasure trip through the south during the month. Mr. Hayden enjoyed a well earned rest. The business of Kilburn & Hayden has been very active during the past season. Business at the Ferry Cafe is excellent. The house has a large call on the race track trade, and sets an exceptionally fine lunch, which is duly appreciated.

Tommy Walsh, of 733 Market street, one of the most enthusiastic nimrods among the retail trade, has been doing all kinds of things to the ducks during the past month. He has been on several shooting trips with friends, and they have had the pleasure of returning with the limit bag, which means fifty ducks each time. Business at his place is excellent, and the outlook for the winter all right.

One of the most popular and successful retail places in the downtown district is Maloney's Cafe, at 661 Clay street. The proprietor, George Maloney, is not only widely known in the trade, but was formerly identified with the printing trades, among which he has a host of friends. Being only a block from Printing House Row he has succeeded in attracting a large and profitable trade.

THE Wine and Liquor Workers' Union have undertaken a difficult job. They propose to prevent the employment of Chinese and Japanese as porters, etc., in the saloons of San Francisco. There are certain retail places that will feel in interest bound to cater to the wishes of the Union. However, these are very few, and saloon men state that the reason why they employ the Mongolian is because he is reliable—does not drink to excess and is faithful to his duties; furthermore, that on the other hand, the white man is thoroughly unreliable, whether or not he belongs to a trades union.

One of the representative retail houses in the downtown district is that of Rossi & Cordano, located at 205 Washington street. They make a specialty of everything that is good in the way of wines and liquors and their service is A1. The pride of the house is Loveland Rye, 46 years old—so old that it is practically a cordial and most certainly a curiosity. It is delicious and well worth traveling a long distance to sample. Among the other brands carried by the house are Jesse Moore, Hotaling's O. P. S., Old Government, Buchu Gin) Mistletoe Gin, etc.

Jack Thuresson, of Thuresson's Cafe and Grill Room, Red Bluff, California, writes that business is excellent, and that he is ever ready to serve and treat his friends and customers with the best the market can afford in his line; also, that the WINE AND SPIRIT REVIEW is always welcome at his place of business.



SHEA-BOCQUERAZ COMPANY

*Kentucky's Finest Production, in case or bulk.
Pure Fire Copper Old Bourbon Whiskey.*

TEA CUP

525 Market Street, SAN FRANCISCO.



All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service. American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

Phone Private Exchange 509

NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

CHAS. NEWMAN Co., Props.

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

BOB KERN'S

(FORMER PROPRIETOR OF THE WELLINGTON, LOS ANGELES)

Bouquet Bar and Grill

*Swellest Midday Lunch
in the City*

Phone MAIN 1316

OPPOSITE PALACE HOTEL
634 MARKET STREET

Louis Fontanel's Cafe

Wines and Liquors

318 Montgomery Street

SAN FRANCISCO

TELEPHONE BUSH 32

Merchants' Lunch from 11 a.m. to 2 p.m.

TEL. RED 3901

CHARLES KAUFMANN
LAWRENCE CAMPBELL

The EAGLE

N. E. Corner

MASON AND O'FARRELL STS.

San Francisco

Cafe Entrance, 302 Mason Street

Fine Wines and Liquors

The Alcazar Cafe

GUS BELLMER

114 O'FARRELL ST.

SAN FRANCISCO

PHONE JAMES 37

JAMES P. DUNNE & CO.

FINEST WINES AND LIQUORS
a Specialty

Ellis and Stockton Streets
Market and Eddy Streets
San Francisco, Cal.

AGENTS
PURE VINA
GRAPE BRANDY
From
Senator Leland Stanford's
Vine Vineyard
(Bottled at the Distillery)



JOHN D. SIEBE
FR. C. SIEBE
J. F. PLAGEMANN

SIEBE BROS. & PLAGEMANN
Wine and Liquor Merchants

322-332 Sansome Street

S. E. Cor. Sacramento St.

San Francisco, Cal.

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MANHATTAN HOTEL

1704 Market Street

A strictly first-class family and tourist hotel of unquestioned respectability. American and European Plan.

Phone South 833

JOHN P. GALLAGHER
Proprietor

Successful Liquor Trade Salesmen.

AMONG the men whose business it is to sell wines and liquors, we know of none more entitled to mention in the REVIEW's series than William J. Kearney, Western Representative of Grommes & Ullrich of Chicago, distillers of Marquette Whiskey. Mr. Kearney was born in Massachusetts but came west as a child and was educated in Portland, Oregon, which place he has regarded as his



WILLIAM J. KEARNEY

home. He has been identified with the whiskey business since 1890. From 1897 to 1900 he was traveling salesman for Allen & Lewis of Portland handling cigars. He met with phenomenal success, so much so that he became known as the "quantity salesman." Some people sell

quantities in cheap goods, but it may be truly said of Mr. Kearney that his specialty is quantity in fine goods. This statement is proved by his record in connection with the sterling house of Grommes & Ullrich, and the exceptional success of Marquette Rye. The perfect distribution of these goods on the Pacific Slope is due to Mr. Kearney's knowledge of his business and his tireless energy. Speaking of energy, it may be said that his advertising of Marquette is undoubtedly the most artistic thing ever done in deadwall work on the Coast, and that it is being carried to a highly successful issue under his direction. We are reliably informed that he placed Marquette in 405 places in five weeks, out of 430 places called upon.

This record is regarded by specialty men as phenomenal, particularly for the reason that at that time there was no advertising being done to ease the way for the introduction of the goods. Mr. Kearney's field covers Montana, Washington, Idaho, Oregon and California. Business with him has been and is great, and his commissions for this year run close to \$19,000. This we believe is the highest price paid any regular salesman in the United States.

Like all successful men in his line, Mr. Kearney has his peculiar characteristics. He does not drink or smoke. He is a man of very retiring disposition, quiet, gentlemanly and appears to be able to do business with few words. He always represents first-class goods, never misrepresents, and seems to have no difficulty in securing and holding the confidence of buyers.

We herewith present an excellent portrait of Mr. Kearney.

White Rock Water.

Physicians may differ as to the benefit of alcohol, whether it be a food or stimulant, but however much they may differ in this, they all agree that if liquor must be taken, it is robbed of its harmful effects if diluted with White Rock, or in the form of a "high ball" as it is called. White Rock makes grape juice, lemonade and still wines, sparkling and healthful. The Pacific Coast Agents are P. J. Weniger & Co., 101-103 Powell street.

We have the Largest Assortment of

Summer Vests and Imported Shirtings

of the very swellest exclusive designs in the city. If you admire this sort of apparel, come and see our fine display. We also carry one of the best selected stocks of Haberdashery in San Francisco,

Prices are Moderate.

Goods the Best.

TELEPHONE MAIN 5600



Hansen & Elrick Co.

209 Montgomery Street

(Russ House Block)

SAN FRANCISCO, CAL.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

McDONOUGH BROTHERS



Straight Goods ***
Our Specialty ***

Most
Historical
Saloon in
San Francisco

Telephone
Front 66

N. E. Cor. Clay and
Kearny Sts., S. F.
Near Hall of Justice

Old California
Exchange



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty
Extra Pale Lager and Sharp Cool Steam Beer on Draught
A FINE LUNCH SERVED
KISTENMACHER BROS., Props.

CHARLES SLITER, Formerly of Portland, Or.

The World's
Finest Liquors



The Lacey



Opposite
Palace Hotel

SAN FRANCISCO'S MOST MAGNIFICENT SALOON

PHONE BUSH 739

In
the
Wood

624 MARKET STREET

PHONE BUSH 40

JOHN J. KREISS

FORMERLY WITH JAMES GIBB

STRAIGHT BELMONT BOURBON AND ASTOR RYE

616 MONTGOMERY ST.
COR. MERCHANT

SAN FRANCISCO, CAL.

Most Handsomely
Decorated Saloon
in San Francisco

AN IDEAL
RESORT FOR
GENTLEMEN

Manhattan Hotel

Cafe

Straight Whiskies a
Specialty

All the Leading Brands
of Case Goods

Market, Fell and Polk Sts., San Francisco

Phone South 833

FREDERICK L. SKAGGS, Proprietor

ALONG THE LINE

The famous saloon at 119 Montgomery street, so long known as Cables & Bailey, has changed hands. Mr. Cables retired several years ago, and Mr. Bailey during the month has sold the business to Messrs. Cavanaugh & Mason. Mr. Cavanaugh was formerly in business at Davis and California streets.

Gus Bellmer, proprietor of the Alcazar Cafe adjoining the Alcazar Theater, reports business in good shape. Mr. Bellmer enjoys an exceptionally fine trade, a fact that is due not only to the excellence of his goods, but to the manner in which he caters to the public. He is a young man, but certainly understands the business from A to Z.

One of the very best of the downtown restaurants is "Ratto's," at 541 Merchant street. It started in a small way, but within a comparatively short time has grown to such an extent that it occupies three store spaces. The menu includes anything you want, the food is the best the market affords, and the service is A1. Mr. Ratto is without question one of the best caterers in this big city, and any one who wants a good meal at a reasonable price need seek no further than 541 Merchant street.

One of the most artistically appointed institutions in the shape of a cafe and grill is The Turtle, at Powell and Geary streets. The decorations are elaborate and unique, special attention being given to the use of electric lights and neutral tints in the walls and ceilings. The bar is richly appointed, and the lounging room, with its fire-place, one of the cosiest spots in town. The goods served are the best the market affords, and the service everything that could be desired. The proprietors are F. J. Phillips and John McNamara.

The new McBride's Cafe, at 416 Kearny street, Messrs. J. McBride and A. McBride, proprietors, which had its opening ceremonies on the 25th inst., bids fair from the very start to be a popular establishment in that neighborhood. Messrs. McBride are both men who know their busi-

ness well and are up-to-date in every sense of the term. Their place presents a very handsome appearance. The goods they carry are of none but the choicest varieties and the service patrons of the house receive at the hands of their gentlemanly attendants is unexcelled in the city. Considering the favorable location of the place, and the sterling business qualities of the gentlemen who conduct it, we predict for them a large trade.

The marriage of Mr. N. A. Hawkins, the popular young drummer for the house of McDonald & Cohn, 120 Front street, to Miss Ella Burrows, of Walla Walla, Washington, was celebrated on November 22nd, at Yreka, California. Mr. Hawkins has a great many friends in San Francisco who join us in wishing the young couple a long life and a happy one. His employer, Mr. McDonald, has fears that an epidemic like this may spread among his other valued employees, but we are rather inclined to the belief that Mr. McDonald's private hope is that his fears may be realized. Mr. Hawkins met with more success than ever in a business way on his latest trip, bringing back an order book filled with demands for El Rey, the King of Whiskies, and the other popular brands carried by his house. He reports a great deal of rain and snow in the northern part of the State.

Drink Enterprise Lager Beer; it is as pure as a beer can be made. It is a home product of high merit, and it becomes very fascinating after one has tried it for a little while. The brewery has been improved and enlarged in some of its important departments, and the output is even better, if possible, than ever.

For Up-to-Date Styles in Hats

..GO TO :

Herrmann & Co
328 Kearny Str.
SAN FRANCISCO, CAL.
Fashionable Hatters.



STATHAM PIANOS

CHEAP BUT GOOD

No Agents ✱ No Canvassers ✱ No Humbug
No "Get-all-you-can" price. EASY PAYMENTS

W. STATHAM

Established
33 Years

106 McALLISTER STREET

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

TEVENDALE & LINDSAY

I. S. R. TEVENDALE
NEIL LINDSAY

DEALERS IN

**Fine Wines
and Liquors**

Telephone RED 5069

536 Sacramento Street
NEAR MONTGOMERY STREET

Straight Goods Our Specialty

San Francisco, Cal.



'PHONE, MAIN-5718

Ferry Cafe
16
MARKET ST
S. F.

Phone Main 5955

Gentlemen's Mid-day Lunch



ROME HARRIS

133 MONTGOMERY ST.
SAN FRANCISCO

HIGH GRADES OF
STRAIGHT LIQUORS

Occidental Hotel
Opposite

HERE YOU WILL FIND IN STOCK
THE BEST BRANDS OF



Wines, Liquors

AND CIGARS

JOHN C. KNOBLOCH,

550 Clay Street, near Montgomery
San Francisco.

BUFFALO

NEW BREW
BOHEMIAN

Sacramento, Cal.

BREWING

A. H. LOCHBAUM CO.
AGENTS
125 KING STREET
PHONE 1010 MAIN

PALE EXPORT
CULMBACHER
PORTER

COMPANY

KENNEL CLUB WHISKY



(TRADE MARK)

Unrivalled for Purity, Flavor and Excellence.

The Highest Grade Bourbon

Found on First-Class Bars

RUSCONI & FISHER,

Sole Agents
for Pacific Coast,

116

LEIDESDORFF ST., COR. HALLECK, &
SAN FRANCISCO.

ALONG THE LINE

Disgrace to Journalism.

THE publisher of the *Hotel and Wine Gazette* of Stockton, and his representative, are in serious trouble. They are under arrest for criminal libel under warrants sworn to by Andy Harrington, he of the famous Harrington twins, so many years identified with the retail trade of San Francisco, and now proprietor of the Plaza Exchange, Napa. The Stockton paper, for some reason, for which there seems to be no excuse whatever, published in its September number one of the most scurrilous and outrageous articles concerning Mr. Harrington that could be possibly written. It was exceptionally vile. It would seem that the publisher should be liable to the postal authorities for sending such matter through the mails.

We understand that the excuse for the appearance of the paragraph in question is that the writer of the articles was never in Harrington's place, etc., all of which is not calculated to mollify Mr. Harrington. The parties accused of libel are each under \$1,000 bail and will have to stand trial on the charge.

The writer has long known Mr. Harrington personally, and knows him to be one of the kind of men who are a credit to the liquor trade. Hence, the article in question is not only slanderous, but its publication without any foundation in fact is a disgrace to liquor trade journalism.

The trade will read with interest the announcement of a change in proprietorship of the Davy Crockett Saloon at 842 Market street. I. L. Marks, who purchased the business several years ago, on his return from a successful business career in Dawson, has sold his interest to Harry Adler, his partner. It is understood that Mr. Marks intends to return to the frozen north and engage in active mining on properties in which he is interested. The Davy Crockett is one of the finest saloon properties in San Francisco, and Mr. Adler is to be congratulated upon his acquisition of the sole interest.

What to Drink.

[Extract from San Francisco Post, July 11, 1903.]

The investigations of the reporter on subjects of wholesome beverages, condensed accounts of which have been published in the columns of the *Evening Post*, show that, notwithstanding the number of injurious articles in the market, there has been no remedy of greater usefulness introduced in late years than Dr. C. Bouvier's Buchu Gin. The medicinal virtues of Buchu have long been familiar to the public, and for centuries Gin has been esteemed as one of the best of all popular remedies in the treatment of the kidney and bladder. A combination of Buchu and Gin must at once address itself to the intelligent mind as a remedy which will act most beneficially in a host of diseases. It is pleasant to take, tones the system, and as a healthful beverage it cannot be surpassed. Sold by all liquor dealers. Don't fail to try it. The Grunauer Commission Company, Pacific Coast Agents, 116 California street, San Francisco. Write for booklet.

From J. F. Plumel.

EDITOR REVIEW:—*Dear Sir:* I beg to notify you of my removal from "the old stand" at which we have held forth for the past thirty years, to a more modern store at No. 31 Eddy street, directly opposite the present Tivoli Theater.

I shall continue to cater to the same high-class trade with the same high-grade goods that have made the house famous all over the Pacific Coast.

Thanking you for past favors and hoping to merit a continuance of the same at my new location, I am

Yours respectfully,

J. F. PLUMEL.

31 Eddy street, San Francisco, November 25, 1903.

One of the tastiest and most appropriate advertising postal cards we have seen in a long time is that sent out by Messrs. Kilburn & Hayden, of the Ferry Cafe, 16 Market street. The Ferry Building, when illuminated at night, is one of the most striking public buildings in the United States. The postal card shows a night view of the building and tower, which is very effective. It also extends the compliments of Messrs. Kilburn & Hayden, gives their place of business, and sets forth other facts of interest.

Phone South 481



TRADE MARK

Vineyards, Napa County

E. LEUENBERGER, Pres.

OSCAR HOCKS, Vice-Pres.

A. HINTERMANN, Secy. and Treas.

RED SEAL WHISKEY

SUTTER HOME WINES
AND BRANDIES

Sutter Home Wine and Distilling Company

1295 Folsom Street, San Francisco, Cal.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.



Telephone 211
Jesse...

The 1100

Cafe & Camale Grotto
No. 1 Turk Street

**Jerome Bassity
Proprietor**

**1100
Market Street
San Francisco**

Come and try our Wonderful Champoreau—A Grand Bracer

The Celebrated Champoreau

**FINE WINES,
LIQUORS AND
CIGARS**

J. B. CASADEBAT, PROPRIETOR
HOT LUNCH AT 8 A. M.

532 MERCHANT STREET
BET. MONTGOMERY AND SANSOME, S. F.

**Most Handsomely
Decorated Saloon
in San Francisco**

**Headquarters for
Mining and
Stock Men**

"Sam Mount's"

Fine Wines and Liquors

330 Bush St.
SAN FRANCISCO

**TELEPHONE
RED
2671**

Old Thompson
THE BEST WHISKEY

Telephone 2111
FOLSON..

The Revelation

STRAIGHT x x x x
OLD THOMPSON WHISKEY
A Specialty x x x x

DENNY
O'SULLIVAN & CO.

863 Market St., opp. Powell
San Francisco, Cal.

**The
Chronicle
Bar**

HIGHEST
GRADES OF
LIQUORS

P. W. WOBBER
Proprietor

**644
MARKET
STREET**
San Francisco

TELEPHONE MAIN 1123

THEO. GIER COMPANY

Wine and Liquor Merchants

VINEYARDS:
LIVERMORE, Alameda County
NAPA, Napa County
ST. HELENA, Napa County

Our Specialties are straight and
blended whiskies, and pure
wines from our own vineyards

OAKLAND, 511, 513, 515 Fourteenth Street
SAN FRANCISCO, 116 Battery Street

ALONG THE LINE

Coast News of the Traffic.

San Diego.—The City Council has passed an ordinance limiting the district in which intoxicating liquors may be sold in San Diego.

Oakland.—The Chief of Police has notified all saloon men and cigar dealers that all slot machines of whatever kind will have to be immediately taken out, or prosecution will follow.

Grass Valley.—F. L. Fisher of Sierra City, who has been here for about six months as manager of the Sierra Nevada Brewery, has leased the business for a term of years.

Woodland.—The wholesale liquor store now conducted on Main street by E. R. Snavelly & Sons is about to undergo a change of ownership. Fred Snavelly will succeed his father in the business.

Santa Paula.—Santa Paula will be a "wet town" for another six months at least. The Trustees at their last meeting granted renewals to three saloons, the entire number now conducted here.

Standard Bottling Company of Fort Bragg, Incorporated. Capital stock, \$5,000; shares, \$100 each; subscribed in full, by R. M. Brown, Chr. Dahl and F. C. Jackson, 5 shares each; John Mann, 10 shares; John Abramson, 3 shares; place of business, Fort Bragg.

Vancouver, Wash.—The Star Brewery Company has just commenced the erection of a three-story brick building to be used as a cold storage warehouse and cellar. It will cost about \$40,000 and be modern in all respects. The machinery has been ordered from the East and will arrive in a few weeks.

Dixon.—The Board of Trustees has passed an ordinance requiring the saloons here to close at midnight and remain closed until 5 o'clock the next morning.

Stockton.—The City Council has passed a liquor ordinance restricting the number of saloons here to eighty, when reductions in licenses reach that number. The rates remain the same as before.

Spokane, Wash.—The License Committee of the City Council has under consideration the ordinance increasing saloon licenses from \$500 to \$1,000. The general impression is that the present ordinance will be increased, but not to so high a figure as \$1,000. Some Councilmen favor making it \$750.



P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.



Harry Adler

—THE DAVY CROCKETT—

H. B. ADLER, Proprietor

SAN FRANCISCO'S MOST POPULAR SALOON

Headquarters for Newspaper Men and the "People" Generally

EVERYTHING UP-TO-DATE

842 MARKET STREET

Phone Clay 351

Next New Examiner Bldg.

The Press



FINE WINES AND LIQUORS

Steam Beer and Lager on Draught

E. L. WAGNER, PROP.

15 Third Street

San Francisco, Cal.

PHONE PAGE 1527

LABORIE & AUBERT

FINE WINES AND LIQUORS

TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1933

Bank Exchange

South-East Cor. Montgomery and Washington Sts.

IMPORTER OF

Famous Old Campbelltown SCOTCH WHISKY

Pisco de Italia, Madeira Wine

Sazerac de Forge & Sons Brandy

DUNCAN NICOL

J. McBRIDE

A. McBRIDE

McBride's Cafe



416 KEARNY STREET

SAN FRANCISCO, CAL.

CHOICE BRANDS OF
WINES AND LIQUORS

Phone James 4111

All Leading Brands of Case Goods 10 Cents Straight.

PHONE,
5855

GOLD DUST WHISKEY
A SPECIALTY

FRED. E. BRETT



Choice Lunch Throughout the Day

310 Montgomery St.

San Francisco

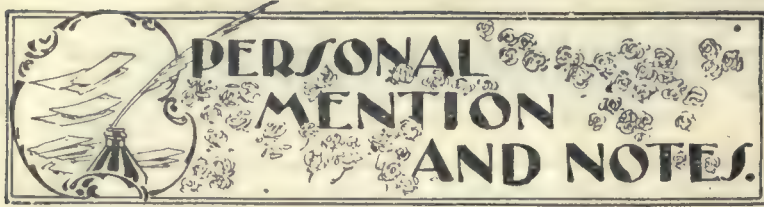
TELEPHONE MAIN 5325

Thos. J. Walsh & Co.

733 MARKET ST.

SAN FRANCISCO
CAL.

BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS



E. C. Priber, President of the Napa and Sonoma Wine Company, accompanied by his wife, spent a good portion of the month in Southern California on pleasure bent. The most of his time was devoted to Coronado, where an enjoyable time was had. Mr. Priber came home by easy stages, and spent some time in the beautiful city of Santa Barbara. He returned much refreshed and in excellent condition for handling the lively winter trade that is enjoyed by his house.

The S. S. "Monk Barns," which recently arrived at San Francisco from Burton-on-Trent, brought a large cargo of Bass' Ale for Messrs. Sherwood & Sherwood, of 214 Market street. Besides the ordinary hogshead of 63 gallons, the shipment includes a large quantity of this popular beverage contained in kilderkins holding 21 gallons each. These are of very convenient size for the average retailer, and enable him to supply this choice ale—the finest of English brews—to the consumer in first-class condition. For the general run of retail trade the kilderkin is a much more convenient size to handle than the hogshead, and as it is only tapped a short time before being consumed the dealer is enabled to supply the beverage with more gas and head. The taste of the Pacific Coast public for Bass' Ale is constantly on the increase, and there are some dealers now who handle it in lots of ten hogsheads at a time.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND
WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

Mr. Morris S. Rosenfield, of the Sunny Brook Distillery Company of Chicago, who has just returned from an eight months' tour of Europe, writes us that, "From present indications we are led to believe that 1904 ought to be a good year for business, even though it will be the year of election. We hardly think that the crop of whiskies for the coming year will be a very large one, as in Presidential years there is generally more conservatism shown than at any other time. Our tax payments have been very large. We see no reason why higher prices should not prevail, especially for Western ryes, as there is far better demand to-day than ever before."

Ben J. Goldman, of Ben J. Goldman & Co., returned from a trip through Oregon during the month. He reports excellent business and predicts fine trade in that section during the winter.

Mr. J. Isaacs, of the Grunauer Commission Company, has returned from a twelve days' visit to the southern part of the State, where he went in the interests of Dr. C. Bouvier's Buchu Gin. He reports that section of the State very much in need of rain, the district around Los Angeles being especially dry. Buchu Gin is gaining many friends in that section.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

J. F. PLUMEL

18 Eddy Street

Formerly 18 Stockton Street



Telephone South 755

IMPORTER OF

BORDEAUX WINES

FINE BRANDIES

AND OLIVE OIL



TELEPHONE BLACK 5333

John A. Dierssen's

SALOON

400 Sacramento St. and 301 Battery St.

Ratto's Café and Italian Restaurant

541 to 545 Merchant St.

San Francisco

SERVICE A LA CARTE

Italian Dinners 50c, 75c and \$1

FIRST CLASS

Phone Green 774

ANDY HARRINGTON, Prop.

TEL. BLACK 452

PLAZA EXCHANGE

Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

Napa, Cal

TELEPHONE JAMES 3161

**Maloney's
Cafe**

661 CLAY ST.

Mercantile Lunch 11 to 2

IMPORTED
WINES AND
LIQUORS



Loveland Rye, 46 Years Old

ROSSI & CORDANO

Foreign and Domestic

Wines, Liquors and Cigars

DEPOT OF

Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O.P. S. Old Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A. V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet Branca, Italian Vermuth, French Vermuth

Telephone Black 5713

205 Washington St., Bal. Front and Davis, San Francisco

Telephone Drumm 45

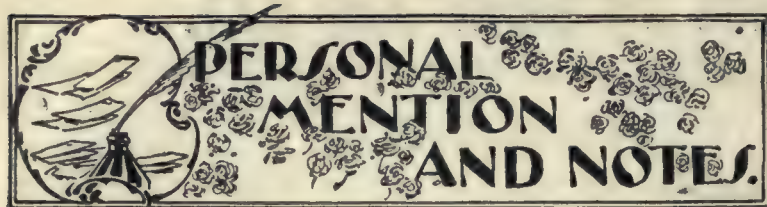
PH. DE MARTINI

El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.

SAN FRANCISCO



The Geo. T. Stagg Co., Frankfort, Ky., have ample reason for self-gratulation on the proud position attained by their well known O. F. C. whiskey, and the profits shown for the past year for those handling the brand. We know of a lot of spring '97 that was recently sold at \$1.15 in bond cash. This pays the holder a net profit on his investment of 15 per cent. What other line of business in these days pays such a net profit? With the conservative policy ever maintained by the manufacturers and the wide distribution of the brand, it is reasonably certain that the O. F. C. will always pay a big per cent to the purchasers of that brand.—*Mida's.*

It appears that there is a domestic imitation of Plymouth Gin being sold in this market. It will be remembered that genuine Plymouth Gin is sold only in glass, and is produced by Coates & Company. The domestic product that is being put forth as Plymouth Gin is sold in bulk, which proves that it is not the real article. The situation is confusing to the trade and public, and the buyer, in order to be sure that he is getting the genuine Plymouth Gin, should see that he gets "Coates & Company's Original," and that the label bears the picture of a monk garbed in black.

Arthur Gore, the former proprietor of the Pioneer Hall, one of Los Angeles' popular saloons, has sold out and embarked in the wholesale wine and liquor trade. He has a nice little well stocked store at 518 West Seventh street, Los Angeles, where he will transact a wholesale business under the title of Southern California Vintage Company, and will make a specialty of handling fine goods for the family trade.

C. H. HILBERT, PRESIDENT

C. M. REYNOLDS, MANAGER

Hilbert Mercantile Company

SUCCESSORS TO

HILBERT BROS. AND CHRISTY & WISE COMMISSION COMPANY

SOLE PACIFIC COAST AGENTS FOR

A. B. C. Beer

Hunter Baltimore Rye

Buchanan's Black and White Scotch

H. B. Rye and Bourbons

El Monte Whiskey

Ruinart Vin Brut Champagne

Union League Whiskies

American Club

213-215 Market Street

San Francisco, Cal.

TELEPHONE PRIVATE EXCHANGE 313

Elsewhere in this issue will be found the advertisement of the California Fertilizer Works, with offices at 534 Clay street. This company manufactures fertilizers for all departments of agriculture, and makes a specialty of those for vineyards. Mr. M. D. Hall, Superintendent of the Company, sailed November 28th on an extended trip to the Hawaiian Islands in the interests of his company. Vineyardists who are interested in increasing their product should get into communication with this company.

The office of A. P. Hotaling & Company, at 429-431 Jackson street, presents an aspect these days not unlike that of a carpenter's shop, and it is all because of the growing popularity of "Old Kirk" Whiskey and the many other excellent lines carried by this old established house. Manager Thomas Kirkpatrick states that the growing business of the firm has increased the office work to such an extent that more commodious offices are an absolute necessity. Never before has business been better and with more favorable prospects for the future than during the present season.



With Mr. Thomas Kirkpatrick as General Manager for A. P. Hotaling & Co., the J. H. Cutter goods will doubtless have a boom on the Pacific Slope, for Mr. Kirkpatrick is one of the best whiskey men in the West, and he is thoroughly alive to good salesmanship and to the use of printers' ink. Since taking the management of the Hotaling concern, Mr. Kirkpatrick has provided a large heated warehouse in which all of the goods owned by his house are stored prior to shipment. In a climate that is as cool as that of San Francisco, the heated warehouse for whiskey is bound to be a very important factor.

The new warehouse of the Sunny Brook Distillery Company, Louisville, Rosenfield Bros. & Co., proprietors, is universally pronounced to be most model warehouse erected by any firm. It embraces all the very latest improvements, among which we will but mention the hot air fan system, by which the hot air is diffused to every part of the building. The warehouse is built of brick with metal roof, and ample provision is made for the light. The first floor is six feet from the ground, affording ample ventilation. The first two floors are separated from the rest of the warehouse by 1½ inch floor, so as to retain the heat in the lower floors, which is conducive to uniform heating. The elevator shaft is built in a separate tower outside of the building and the elevators are run by electricity. It has a storage capacity of 36,000 barrels. The warehouse is used exclusively for the storage of rye whiskies.—*Midas.*

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



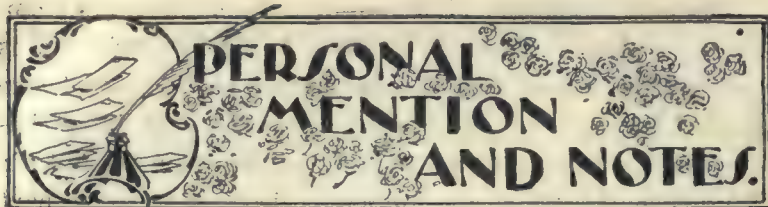
Famous
For
Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

213-215 Market Street, San Francisco, Calif.

There are thousands of people, and many women among them, who require stimulation. Convalescents, the aged, and people of delicate constitutions, are compelled to brace up nature by creating appetite and aiding the digestive organs in their assimilating powers. "Hunter" Baltimore Rye is an article that is rapidly taking the place of remedies advertised for strengthening and recreating, all of which rely upon the alcoholic ingredients. This rye whiskey is old, pure and palatable, and just what is claimed for it—mellow and of fine, rich flavor. The wholesale distributors are: Hilbert Mercantile Company, 213-215 Market street.

J. P. Edoff, the head of the house of Dallemand & Company, with headquarters at Chicago, has returned to San Francisco. His long line of friends will be pleased to know that Mr. Edoff comes to the Coast for the purpose of taking charge of the business of his company on this side of the continent. His house makes a specialty of Cream Pure Rye. Mr. Edoff is one of the ablest men the trade of the Coast has produced and will be welcomed back from the Windy City. His headquarters for the present will be at 211 Battery street.



Messrs. Chapman & Wilberforce announce that they are in receipt of an advance copy of their famous Dawson's Diary for 1904. This diary is one of the most valuable books that come to the desk of the business man, be he in the liquor trade or not. Aside from its usefulness as an annual diary it always contains a number of interesting illustrations, and the cover is invariably an artistic special design. Messrs. Chapman & Wilberforce will distribute these books during the month of December and those desiring copies would do well to apply for them in advance.

There are many brands of champagne sold in this market, but none are superior to "Veuve Clicquot." It is not used so largely as some others. The reason of it is not because it is an inferior wine, but because it needs a connoisseur to appreciate it fully. "Veuve Clicquot," Brut Gold Label, is acknowledged by competent judges to be one of the very best champagnes on the market. The sole agents and distributors for the Pacific Coast are: A. Vignier Co., Inc., 429-431 Battery street.

Melcer Brothers Company, of 404 Front street, report business of a satisfactory volume. They are controllers of the Claigmoor Whiskies and distributors of the famous James E. Pepper Whiskey and Henry Clay Rye. The Melcer Brothers are among the best known men connected with the wine and liquor trade of the Coast, and are fortunate in the possession of a host of friends and good customers.

E.J. CURLEY & CO.
Camp Nelson, Kentucky.

BOONE'S KNOLL
O.F.
HAND MADE
SOUR MASH
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY

DISTILLERS OF BLUE GRASS
FIRE COPPER
BOURBON AND RYE
BOONE'S KNOLL
HAND MADE
SOUR MASH WHISKEY.
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BLUE GRASS
FIRE COPPER
★ **BOURBON** ★
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

President Charles Bundschu, of the Gundlach-Bundschu Wine Co., 434-444 Bryant street, reports having received from the Department of Agriculture of the United States on the 28th inst., official confirmation of the establishment of the Agricultural Experiment Station on Rhine Farm, at Sonoma, in Sonoma County, property of his Company. The document is signed by James Wilson, Secretary of Agriculture, and George C. Husmann, Agricultural Expert, and sets aside ten acres of the firm's land on which experimental work will be begun during this season.

President J. F. Moroney, of the Jesse Moore-Hunt Company, returned the latter part of the month from his annual trip East to the Company's distilleries at Louisville, Ky. He reports everything around the company's works in excellent shape, the distilleries being renovated and got in order for next spring's crop of whiskey. Business there is of good volume with the future outlook favorable for a still greater demand for Jesse Moore Whiskey.



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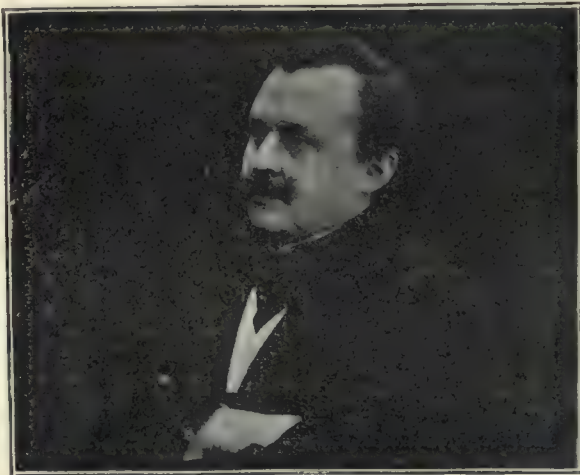
VICTORIA, B. C.

An office has been opened at Room 310, Safe Deposit Building, California St., San Francisco, to which communications may be addressed.

An Expert on Ferments.

THE scientific and successful fermentations of wines and malt liquors is attracting the attention of the world in these days. One of the prominent Professors is Dr. A. Wilhelmj, who is doing valuable work for the wine-makers and brewers of the Pacific Coast as well as the East. Readers of the REVIEW will undoubtedly be interested in knowing of Dr. Wilhelmj's career and in seeing a portrait of the gentleman. We herewith present his biography and likeness.

Dr. A. Wilhelmj was born in Wiesbaden, Germany, in 1874. He comes of a family noted for its wonderful wines and its music. Dr. Wilhelmj's grandfather, who in his day was one of Germany's most celebrated lawyers, through his untiring efforts and excellent judgment produced the famous Rauenthaler Berg wines; his vineyards in size and



Dr. A. WILHELMJ

cultivation being second only to those owned by the German Kaiser, who has lately bought 50 acres of this estate at the enormous figure of \$300,000.

The management of this estate was, until a short time ago, in the hands of Dr. Wilhelmj's father, the brother of the great violinist, Professor August Wilhelmj, who, it will be remembered, received the most enthusiastic reception ever accorded a violinist at a concert.

It was on this estate that Dr. Wilhelmj gained his practical experience. In 1893 he entered the University of Wurzburg and later on Halle, where he was the private assistant of the famous Professor Maercker. In 1898 he

graduated at Halle with the degree of Doctor of Philosophie. For one and a half years he filled the position of assistant director of the Government Experiment Station for the Province of Pommern, being the official expert for the analysis of soils, waters and wines.

From 1900 until his departure for America, Dr. Wilhelmj worked with Professor Wortmann, and while with him made a special study of the phenomena of fermentation, the disease of wines and their treatment.

After experting for several large concerns in this country he established the Institute for Fermentative Industries in this city.

Dr. Wilhelmj is the author of several important books, his "History of Chemistry of the Nineteenth Century" attracted considerable attention, as it was the first work of such a nature ever published, and was written by order of a prominent Berlin publishing house as a part of their gigantic publication of "Das Deutsche Jahrhundert."

In establishing the Institute for Fermentative Industries we are convinced that a long felt want is being filled as it is the first institution of its kind in this State.

We wish to call attention to Dr. Wilhelmj's letter in this issue, in which he asks for the co-operation of the wine men and we heartily endorse his views. We are also pleased to state that Dr. Wilhelmj will favor the REVIEW with a monthly article on the treatment of wines, etc., and we are sure that these contributions will be read with interest.

What was it then, that won him friends twas *Rainier* the BEST OF ALL

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43 Front Street, New York

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"THE RECOGNIZED STANDARD"

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The National Pure Food Law.

WASHINGTON, Nov. 15.—Professor Wiley, Chief of the Bureau of Chemistry of the Agricultural Department, who has charge of the enforcement of the new law prohibiting the importation of adulterated food products, will go to New York during the coming week to arrange for an increase of his corps of expert chemists. Discussing the law and its effects upon importations of food products, Dr. Wiley said to-day:

"We have gone far enough to know that the act as a whole is thoroughly satisfactory, both in its wording and in the powers which it confers.

"We are receiving the active collaboration of importers of this country who are requiring of their agents in foreign countries strict compliance with the provisions of the law and inserting in their contracts a proviso that any expense attending violation of the law or penalty imposed shall be borne by the consigner or shipper. I have received letters from fully twenty of the leading importers of New York upholding the law.

"One of the most important provisions of the law relates to misbranding. For instance, we all know that many so-called 'classed vineyard and chateau wines' are imitated in brand and label to an enormous extent. When proper facilities are provided by Congress this kind of fraud will be suppressed.

"Again, we know that alcohol, made from grain, sweet potatoes and sugar beets, is used in the manufacture of so-called brandies and in fortifying certain wines. The use of alcohol of this kind renders packages clearly misbranded, and will require their exclusion.

"The secretary has asked Congress for an emergency appropriation of \$25,000 for immediate use to make the execution of the law more effective and this money will be applied in increasing the facilities and enlarging the staff in New York City.

"The experience of the last four months does not indicate that the new law could be materially improved. It is very satisfactory as it stands. After New York we shall increase our staff and facilities at Boston, Baltimore and New Orleans and other cities."

The Sazerac Cocktail.

THESE cocktails are made from the very best liquors that can be procured; being mixed in accurate proportions, they will always be found of uniform quality. After a busy day, see that you have at home a bottle of Sazerac cocktails. As an appetizer and general tonic they have no equal. Whiskey, Manhattan, Martini, Gin, Vermouth and Brandy. Wholesale Distributors, P. J. Weniger & Co., 101-103 Powell street.

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Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Gutedel—Rheingold	Sherry—Oloroso
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
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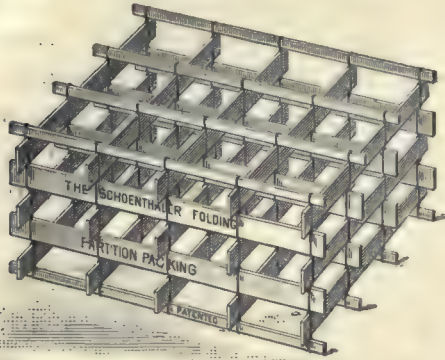


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Jars
Etc.**

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ST. LOUIS, MISSOURI

Back From the Philippines.

MR. FRED HILBERT, who for the past three years has managed the branch house of Hilbert Bros. Mercantile Company in Manila, P. I., reached San Francisco last month via Europe. Mr. Hilbert states business is steady and of very good volume in the Philippines, although not as flourishing as it was a year or two since, when so many of Uncle Sam's soldiers were sojourning on the Islands. The consumption of liquors in our new possessions, however, is all that could be wished for, and while the bulk of it is furnished by English and German dealers, yet the Americans get their share of the trade. The man offering the most favorable terms is the one who, as a general rule, does the business, and while the German is found to be a very active and successful competitor, still the ever-alert Americans in the field feel no alarm lest they may not be able to hold their own in the matter of quality, prices and delivery. Conditions there are well settled, the United States now having everything well in hand, and the Islands present a field for American investment not at all unpromising.

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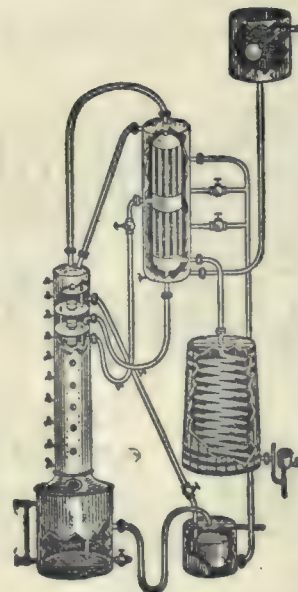
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Proprietor



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Further Information Given Upon Application.

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

(Continued from page 28.)

there should be, then the danger of a resumption of fermentation is excluded. For yeast only ferments sugar, and if there is not any more of that, what is it that could ferment?

Supposing that through the action of the yeast the bacteria or other disease germs that are present in the wine which is being re-fermented, were distributed through the entire cellar, then the danger is not as great by far as is commonly imagined. For if the fermenting vat is supplied with a good fermenting bung, and the escaping carbonic acid is allowed to pass through a solution of sublimate (1:1000), of course with the precaution that the solution cannot re-enter the wine at the cessation of fermentation, then re-fermenting may be undertaken without any danger in any cellar. In remarkable contrast with this fear is the fact that the wine dealer with the same hose calmly takes wine samples successively from turbid and clear wines. He gives the matter no thought at all that in this manner he may transfer the best disease germs into wines that were sound before. Fortunately a sound wine is not so easily infected, but what is true in the transference of disease germs in this manner surely is true in the much less danger of infection by way of re-fermenting. Therefore, away with these antiquated prejudices.

The re-fermenting itself is done in this manner, that either a sugar solution is added to the wine, as must be done if the wine contains a great deal of alcohol, or by directly dissolving the sugar in the wine. The computation of the amount of sugar to be added must, of course, be made on the basis of analysis, and the quantities indicated must be strictly adhered to.

The result of re-fermenting an acid containing wine is startling. For in the first place the acetic acid present is reduced in its volume through its dilution with the sugar; in the second place, the yeast consumes a certain quantity of acid during fermentation; and in the third place, the bacteria of acetic acid are checked in their growth through the formation of carbonic acid, and the yeast by settling on the bottom acts at the same time as a means of clarification. In selecting the right kind of pure yeast to be used for re-fermenting, one is finally able to give a flavor to the wine that at first it did not have. Thus, advantages may be obtained from re-fermenting that could not be obtained by any other treatment.

But in entirely different cases besides the presence of acid mentioned above, it is advantageous to undertake a re-fermenting of the wine.

(TO BE CONTINUED.)

German Thirst.

AT the late "Turnfest" at Nuremburg, Germany, the consumption of beer on the grounds during the five official days of the festival amounted to 3,000 hectoliters, or an average of 600 hl. A number of guests were assembled for about a week before the festival was opened officially, so that the total amount of beer consumed during the meeting may be assumed to have been 4000 hl. At the same city the gymnasts of Germany met in 1897 when, during ten days, 3,000 hl. of beer were consumed on the grounds. These figures, says Das Gasthaus, show the absurdity of the claims of success attending the agitation of advocates of total abstinence among the German "turners."

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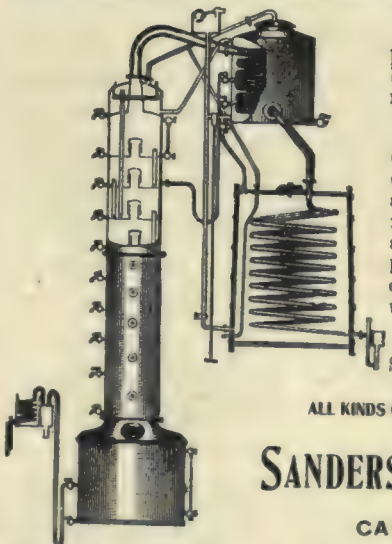
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This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GEO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

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PACIFIC WINE & SPIRIT REVIEW

JOURNAL
OF
VITICULTURE.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Ratto's Italian Restaurant.....	1/8 page
G. W. Clark & Co.....	1/8 page
Manhattan Hotel Cafe.....	1/8 page
Rossi & Cordano.....	1/8 page
Plaza Cafe.....	1/8 page
Maloney's Cafe.....	1/8 page
J. R. Lefontaine.....	1/8 page
Nevada Sulphur Co.....	1/8 page
Ph. De Martini.....	1/8 page
McBride's Cafe.....	1/8 page
California Nursery.....	1/8 page
Fertilizer Co.....	1/8 page
Melczar Bros. Co.....	1/8 page
J. F. Plumel.....	1/8 page

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Seattle Brewing & Malting Co.....	
Arbordale.....	
Institute of Fermentative Industries.....	
Manhattan Hotel.....	
The Davy Crockett.....	
E. A. Kolb Co., Inc.....	
To-Kalon Vineyard Co. (enlarged).....	
John Sroufe & Co.....	

The Experiment Station Work.

THE College of Agriculture of the University of California has issued a report of the work of the Agricultural Experiment Station from June 30, 1901, to June 30, 1903. It is a publication of 222 pages, and among its principal features are a treatise on the examination of soils, alkali and alkaline lands, analyses of waters, examination of fruits, entomology, viticulture, economic botany, distribution of seeds, plants, cuttings, etc., and reports of the culture station. Under the head of Viticulture will be found the reports of Professor E. H. Twight, which include an account of specimens received for examination, a summary of bulletins issued, and special papers on new methods of grafting and budding vines and resistant vines and their hybrids. Copies of the publication may be had on application to the Agricultural College of the University of California.

Proposed Pure Wine Measure.

SEVERAL meetings have been held and correspondence has been exchanged between Representative Thomas A. Bell and the special committee named at the Pure Wine Convention, held in St. Helena last August for the purpose of drafting a bill to protect the pure grape wine of California against falsification. It is understood that an agreement has been reached on the general features of the measure, and that it will be introduced in Congress soon after the opening of the regular session of that body.

At the Pure Wine Convention the following resolutions were adopted on the motion of Senator Tarpey:

Resolved, That the vineyard and wine men of the State be requested to call meetings at central points within each Congressional district, to which meetings Congressional Representatives be especially invited, for the purpose of fomenting interest in the grape and wine industry, and to select three delegates to a central convention to be held hereafter.

Resolved, That the chairman of this convention is hereby authorized to appoint three delegates to meet and confer with like delegates from other Congressional districts of the State, to the end that permanent Congressional and State conventions of grape and wine men be held annually to promote their industry.

In compliance with these resolutions A. Sbarboro, chairman of the meeting has appointed as such committee J. L. Beringer of St. Helena, M. F. Tarpey of Fresno and P. C. Rossi of San Francisco. This committee will probably meet in the near future to call a convention of wine men, represented by Congressional districts, to take action in regard to the protection of the viticultural interests of California. There is a feeling among those engaged in the making of wine that as the industry is destined to become one of the most important of this State, with extensive markets throughout the country, it should be fostered not only by the State of California, but also by the strong arm of the National Congress.

Bogus Information.

WE notice in the New York dispatch advices sent out by the "International Mercantile Agency" (whoever that may be), concerning conditions in trade centers, products industrial and otherwise. If all the information furnished by this institution is no better than that concerning the California vintage, it would better be left unpublished. The truth of this statement may be shown by their definite announcement that California's wine crop for 1903 is 20 per cent larger than that of last year. As a matter of fact, the crop is about one-half of that of 1902.

Spokane, Wash.—As a result of the new liquor rates which became effective here on November 15th it is said that Spokane liquor dealers will be given a wider market. In brief, the amended freight tariffs abolish about all car-load rates to coast terminals and establish a new rate of \$1.75 per 100 pounds for a general classification and rates ranging as low as \$1.25 for special classification. The new rates are the same from all Eastern points to all Coast terminals.

Obituary



BRAINARD N. ROWLEY

Brainard N. Rowley.

CALIFORNIA lost one of its representative citizens, and the horticultural industry one of its most valuable friends and champions in the death of Brainard N. Rowley, who died on November 20th. Mr. Rowley's demise was particularly shocking in that it came without warning and occurred in his office while he was engaged in his duties as editor of the *California Fruit Grower*.

Mr. Rowley was one of the best known publishers on the Pacific Coast, having been identified with newspaper work for more than thirty years. During his career in journalism he was connected with the *San Francisco Journal of Commerce*, and later was the manager of the *California Grocer and Canner*. In 1888 he established the *California Fruit Grower*, and has since successfully conducted the same as sole proprietor. The *Fruit Grower* has done very valuable work for horticulture in California, and incidentally has given encouragement and assistance to certain branches of viticulture. Mr. Rowley was a prominent Mason, being a member of California Commandery No. 1 and San Francisco Chapter, and also a Shriner and connected with other Masonic branches, as well as several other fraternal orders. He was a director of the State Board of Trade and active in Promotion Committee work.

He was born in the city of Philadelphia and was 55 years old. During his childhood he resided in Cortland, N. Y., whence he came to the Pacific Coast at the age of

eighteen years. Mr. Rowley leaves a widow and two sons, who will doubtless continue to conduct the *California Fruit Grower* along the successful lines laid down by the founder.

Mr. Rowley was an energetic, active business man, aggressive in his policy, and always an eager worker in the interests of anything for the good of California. He will be greatly missed by those with whom he has for many years collaborated.

Gotlob Groezinger.

Gotlob Groezinger died on Sunday, November 15th, at the residence of Emile A. Groezinger, 4302 Nineteenth street, San Francisco. Deceased was a native of Rentlinger, Germany, aged 79 years. He was formerly a prominent wine-maker at Yountville. He came to California in 1848, and in 1858 he commenced the manufacture of wine. He removed to Yountville, set out a vineyard, erected a residence, wine cellar, etc. Owing to the depression in the wine trade about that time he went out of business, and came here to live with his son in San Francisco, Emile A. He leaves two sons, Gotlob and Emile A. Groezinger.

John L. Beard.

FORMER State Senator John L. Beard died at his home near Alvarado, in Alameda County, on November 20th. Death was sudden and was due to heart trouble. Mr. Beard was a native of Indiana where he was born in 1845, and came west with his parents in the gold rush in 1849. Mr. Beard in his latter life paid much attention to viticulture and was one of the well known men in the industry.

Mida's Directory.

WE are in receipt of a copy of Mida's Directory for 1904. It is issued in its usual good form and shows remarkable changes of affairs in the wholesale wine and liquor trade, all of which increases its value to those engaged in the business. For instance, the changes from the edition published two years ago include 1,110 new firm names, 231 firm names changed, 825 firms out of business, 385 firms changed locations, etc. California makes an excellent showing with 106 new firms, 64 firms out of business, 21 changed names, 17 moved.

The only two States that show more new firms are the great commonwealths of New York and Pennsylvania. For its purposes the Directory is invaluable and should be on the desk of every wholesaler.

Little Advertising Talks.

Follow up your inquiries thoroughly. The best customers are sometimes the hardest to secure.—*Printers' Ink*.

In the preparation of advertising matter, common sense is a more valuable equipment than is a brilliant intellect.—*Printers' Ink*.



WINE AND VINE NEWS OF THE STATE.



A thirteen acre vineyard in Oak Valley near Cloverdale is credited with producing 250 tons of grapes the past season, which sold for \$15 per ton.

A grape grower near Colton sold the crop of his two-year-old, five acre vineyard, planted to Cornichons for \$75 per acre this season. Some of the vines bore 30 pounds of fine fruit.

The grape growers of Yolo County were fortunate in having such a long season in which to market their wine grapes. Practically all of both the first and second crops was crushed before the last rain. The output of wine for the season will be about 400,000 gallons.

H. B. Wagoner has purchased of Wallace Everson the 200-acre tract in Livermore Valley. About 100 acres are in vineyard and orchard and the remainder is farming land. Mr. Wagoner will not conduct the place in person, but will leave the active management to Joseph Ralph, who will make his home on the place.

Grape Growers Confer.

CONSIDERABLE importance attached to a meeting of grape growers held a few weeks ago says the *Press-Democrat*. The meeting was held for the purpose of talking over the proposition of arriving at some definite understanding with the California Wine Association regarding the future outlook for the growers and wine-makers. The meeting was the result of a communication from Percy Morgan, President of the California Wine Association, who had expressed a desire to have a conference with the growers before the matter of the disposition of next year's crop was determined. It is understood that the matter will be given further attention and a committee of growers will confer with Mr. Morgan in relation to the matter. So far, however, the negotiations have not offset the aims of the wine company recently incorporated by many of the principal growers of the Geyserville section, mention of which has been made from time to time. It is stated that there may be some kind of a contract framed between some of the grape growers and the Association. The committee appointed by growers to meet with Mr. Morgan was composed of T. J. Wisecarver, E. M. Norton and G. Larkin. About 4,000 tons of grapes were represented at the meeting. A further conference was to be held on November 27th.

Institute for Fermentative Industries

DR. A. WILHELMJ, Director

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PURE SELECTED YEASTS

For the treatment of not thoroughly
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SPECIALTY—A special feature of the Institute is the rapid chemical and microscopical analysis of samples for prospective buyers. This will enable them to know in advance of purchase whether the wines are wholesome.

Contracts made to parties desiring continuous
analysis of their wines.

Ring up "Main 5010"

State Horticultural Convention.

THE annual convention of fruit growers will assemble in Fresno on December 8th and deliberate five days. The leading horticulturists and viticulturists will be in attendance. Many of them have promised to read papers on subjects of great interest to the fruit grower, the grape grower and the wine maker. Governor Pardee will attend and deliver the opening address.

The convention will be held, as usual, under the auspices of the State Horticultural Commission, of which Ellwood Cooper is President.

Papers on viticultural subjects will be read by Percy T. Morgan, President of the California Wine Association; President Robert Root, Vice-President T. E. White and Treasurer D. D. Allison of the Raisin Growers' Association, and M. Theo Kearney. Newton B. Pierce, an expert pathologist and authority on the Anaheim disease, will read a paper on "California Vine Diseases."

Elsewhere in this issue will be found a circular from the Barrett Company, New York, manufacturers of Barrett's Unrivalled Prune Juice. The attention of the trade is called to the new pure food law which is now being enforced by the Department of Agriculture of the United States, and Messrs. Barrett Company very properly call the further attention of the users of prune juice to the fact that their product is absolutely pure and requires no Government test to guarantee its excellence.

Resistant Stocks.

AT the recent meetings of the Farmers' Institute, held respectively at West Park, Oleander and Scandinavia, some valuable points were brought out. In the matter of resistant grape vine stocks it was shown that so far as soil adaptability is concerned we have passed the experimental stage and can now speak with certainty regarding the three great species, Riparia, Rupestris and Solonis.

Riparia is suited for moist, rich land, but is not very deep rooting; Rupestris requires a deep soil, but succeeds well where it is dry and sandy; Solonis is adapted to a rich and moist soil and will best stand a surplus of water. Of course there are intermediate conditions when either would do, and there are also being tried a large number of crosses and hybrids some of which may yet prove to be good "all-around" stocks for California grape soils.

Riparia has shown itself to be the stock which has the greater tendency to induce fruitfulness, most varieties grafted on it bearing more heavily than on their own roots. —*Fresno Republican.*

The old and reliable house of A. Finke's Widow is still selling large quantities of "Gold Seal" Champagne, one of the most wholesome of all the moderate priced wines. The firm also deals extensively in dry and sweet California wines. Messrs. Schraubstadter & Groezinger are both young, energetic men, who richly deserve the success they are rapidly gaining. See this enterprising house before you try elsewhere.

California Fertilizer Works

(INCORPORATED)

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J. BAREILLES, C. A. ARTIGUES, Directors

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Bone Meal, Flush Guano, Sulphate of Ammonia, Fish Scraps, Muriate of Potash, Nitrate of Soda, Double Superphosphate and high grade Blood and Tankage. **Special Fertilizers Manufactured to Order.**

The manures manufactured by the California Fertilizer Works are made entirely from clean bone treated with acid, dry blood and flesh, potash and magnesia salts. The superiority of pure bone over any other phosphate material for fertilizer use is so well known that it needs no explanation. Address all letters to

CALIFORNIA FERTILIZER WORKS, 534 Clay Street
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CHALLENGE WINE PUMP IN OPERATION

Challenge Wine Pump

Is of great compactness and power for use in wine cellars for pumping from one tank into another

The waterways are large and very direct and the whole pump is so simple that there is no liability to get out of order, and so substantial as to be very enduring. Being compact it is easily removed from place to place. The arrangement of the lever makes it less laborious to work than the ordinary lever. We recommend this pump to wine dealers as the most serviceable pump for their requirements and GUARANTEE them equal in every respect to any pump for this purpose in the market, to work one-third easier and to pump one-third more wine.

WE ALSO CARRY A FULL LINE OF

Wine Hose, Wine Cocks, Tanks, Etc.

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San Francisco, Cal.

Grape-Growing in the Northwest.

NORTH YAKIMA, Nov. 16.—The grape harvest is over in the vineyards of the Yakima Valley. Growers have had large yields and sold for fair prices. One man states that his returns will aggregate 1,500 baskets from three-quarters of an acre of Concords. As the prices range about 40 cents per basket, his income will be at least \$600 from the crop. The fruits have been marketed chiefly in Seattle and other Puget Sound cities. The local demand has been greater than ever before in the history of the country.

Several fruit growers are planting extensive vineyards in the most desirable locations throughout the valley. The choice lands are said to be located in the eastern end of the county, in the vicinity of Kiona and Prosser. One prominent grower contemplates planting a forty-acre vineyard at Prosser. He will plant the Concords exclusively. His estimate of the future of such a vineyard is an average of \$600 per acre after the third year from planting.

The cost of planting and maintaining a vineyard in the Yakima Valley is reckoned at about the same as that for other irrigated sections of the West. An acre of new land, when plowed, leveled and set to vines, with wire trellises, ready to hold the fruit, represents an expenditure of about \$200. The annual cost of keeping this in condition ranges from \$40 to \$75. Several estimates on the income that may be expected year after year vary from \$250 to \$650 an acre. The vineyards now bearing show that the larger sum is approximately the result from experienced growers.

A hillside is the ideal spot for planting a vineyard. The land must be well drained and sloping if possible to the best sunshine. A sandy soil, with gravelly substratum, seems to be best adapted to the vine culture. A good water supply is one of the necessary things to be considered. Grapes require careful irrigation and abundant water at the proper time for setting and growing fruits. The location must also be free from the dangers of late spring freezing. It is claimed by experts that Eastern Yakima Valley possesses all these requirements.

There are about 1,000 varieties of grapes offered by nurserymen. Of this extensive list probably one dozen have been tested and found profitable in the Yakima Valley. Those most grown are of the American sorts. They are the

Concord, Moore's Early, Elvira, Ives, Clinton, Isabella, Delaware and Niagara. Few attempts have been made at planting the wine-producing varieties. It is thought many of the choicest wine grapes may be grown to perfection in the protected valleys of the Yakima River.

Many of the prominent grape growers have large storage houses, in which the fruits are placed for several days after picking. It is said that they come from the storage rooms in better condition for packing than when picked fresh from the vines. Some varieties of the fruit are kept until Christmas and placed on the holiday market at fancy prices. The houses are cooled by means of ventilating doors and kept in a cold condition until winter. Then the temperature is watched closely and the fruits not permitted to heat. When ready for shipment the bunches are sorted and all bad specimens plucked off and thrown away.

No grape grower of the Yakima Valley has attempted to market his fruit in any way but by selling the green product. It is predicted by some of the most enthusiastic growers that this valley will eventually become a great wine-producing section of the Northwest.

Trade Paper Truths.

The trade paper is the "little cherub that sits up aloft to look after the life of poor trade."

If you keep your eye on your trade paper, your trade paper will keep its eye on you.

The man who sees no use in trade papers is not a conscientious business man.

Trade papers check evils and encourage progress.

They are big powers for good, and need support.

Without trade papers half the orders at present given in certain directions would be diverted.

Trade papers encourage business.

By stimulating manufacturers and linking up international interests, trade papers show themselves to be worthy of a position as the eighth wonder of the world.

Trade papers give a combination of news that no single manufacturer could ever gather for himself, unaided.

When trade papers cease the trade of this world will be swallowed up by another.—H. C. Ridout, London.



EL REY

—THE KING OF—

WHISKIES BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



COAST NOTES OF THE TRAFFIC.

Spokane, Wash.—The Spokane Brewing and Malting Company, which owns the New York, Galland-Burke and Henco breweries, is having plans prepared for the consolidation of these three big breweries in one plant. During the coming winter, it is planned to consolidate the New York and Henco, and the following winter to complete the consolidation. When this is accomplished, the combined plant will represent a value of \$500,000. The object of the consolidation is to reduce expenses and to put out a uniform product.

Stockton.—A petition signed by about 800 people has been presented to the Board of Supervisors asking for a new county liquor ordinance. The petition asks that every person contemplating starting a saloon publish the fact in the nearest newspaper and that if 20 per cent of the property owners residing in the voting precinct in which it is proposed to open the saloon file a petition against the saloon, the license shall not be granted, unless within thirty days the petitioner files a counter petition signed by a majority of the property owners in the precinct. A bond of \$2,000 is also asked. The W. C. T. U. introduced the petition.

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The best and cleanest Bar Sugar on the market.



Makes the making of fine drinks easy, and adds greatly to their flavor.

A California Product Unexcelled by any—either Foreign or American

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The finest of California's selected cherries preserved in Maraschin unequalled by any manufacturer.

Long's Maraschino Cherries are pronounced the most perfect and delicious of any Maraschino Cherries manufactured, and no California product has ever attained such immediate recognition.

Long's Maraschino Cherries make a Cock-tail fascinating and delicious.

Try Them. They are Fine. Sold Everywhere.



Long Syrup Refining Company

SAN FRANCISCO

Fresno.—The petition to close the saloons at 1 a. m. and have them remain closed until 5 a. m., which was presented to the Board of Trustees by a number of retail liquor dealers of this place, has been referred to the ordinance committee to prepare an ordinance in accordance with the petition.

Healdsburg.—The City Trustees are considering the question of a high license. The proposition is to raise the license to \$500 per year. At the present time the license is only \$48 per annum. There are at present 13 saloons, and it is thought that raising the license will have the effect of reducing the number to eight.

San Francisco.—The Del Paso Company; capital stock, \$20,000; subscribed, \$302, by A. B. Sullivan, Martin Agnes, F. M. J. and Thomas J. Kelly, to carry on the business of dealing in wines, liquors and cigars.

Douglas, Ariz.—H. R. Bartlett of Butte, Mont., who was here recently on a visit with a view to establishing a brewery at this place, has interested some Montana and Wisconsin capitalists in the project, and the organization of a company to erect the plant is now well under way. The building will be erected close to Douglas and will cost about \$50,000.

Internal Revenue and Customs Rulings.

(24751.)

SAMPLES OF IMPORTED FOOD PRODUCTS, DRUGS AND LIQUORS

(Circular No. 122.)

TREASURY DEPARTMENT, October 28, 1903.

To Collectors and Other Officers of the Customs:

Department Circular 71, dated June 17, 1903 (T. D. 24500), relative to the sampling of food products under the act of March 3, 1903, is hereby amended to read as follows:

The act approved March 3, 1903, entitled "An act making appropriations for the Department of Agriculture for the fiscal year ending June 30, 1904" (32 Stat., p. 1157), provides as follows:

To investigate the adulteration of foods, drugs and liquors, when deemed by the Secretary of Agriculture advisable; and the Secretary of Agriculture, whenever he has reason to believe that articles are being imported from foreign countries which by reason of such adulteration are dangerous to the health of the people of the United States, or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package, shall make a request upon the Secretary of the Treasury for samples from original packages of such articles for inspection and analysis; and the Secretary of the Treasury is hereby authorized to open such original packages and deliver specimens to the Secretary of Agriculture for the purpose mentioned, giving notice to the owner or consignee of such articles, who may be present and have the right to introduce testimony; and the Secretary of the Treasury shall refuse delivery to the consignee of any such goods which the Secretary of Agriculture reports to him have been inspected and analyzed and found to be dangerous to health or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package.

Under this provision of law, the Secretary of the Treasury has authority, upon request from the Secretary of Agriculture, to direct drawing by officers of the customs of samples at any custom-house from original packages of imported food products, drugs and liquors, and to refuse to deliver to the consignee any such commodities as the Secretary of Agriculture may report to him as found, upon analysis, to be dangerous to health, or which are forbidden to be sold, or which are restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package.

Upon the receipt of instructions to forward samples and hold a shipment pending examination, the following procedure will be observed:

1. The Collector of Customs will give notice to the owner or consignee of the shipment from which samples are requested that such samples are to be taken and the shipment held pending an examination thereof, and that before any final action looking to an exclusion thereof will be taken by the Department they will be further notified and be given an opportunity to present evidence to the Secretary of Agriculture relative thereto.

2. Samples in such quantities as may be requested will be drawn at the earliest possible moment and forwarded immediately by express or mail, as may be deemed most convenient, carefully packed and addressed to "The Bureau of Chemistry, Department of Agriculture, Washington, D. C.," unless otherwise directed.

3. A statement in the following form will be attached by the Collector of customs to each sample:

UNITED STATES DEPARTMENT OF AGRICULTURE, BUREAU OF CHEMISTRY—INSPECTION OF IMPORTED FOODS.

Port where sampled, ———; substance, ———; consular invoice No. ———; consulate, ———; per steamer, ———; marks and numbers, ———; name of consignor, ———; address, ———; name of consignee, ———; address, ———; entry No. ———; invoice No. ———; samples forwarded, ———, 1903.

4. The cost of the samples will be reimbursed to the importer, and the express charges will be paid to the forwarding companies by the Department of Agriculture on presentation of proper vouchers.

5. The liquidation of all entries of goods directed to be held pending examination will be suspended until it shall be ascertained whether or not delivery to the importer is to be refused under the above-quoted provisions of law. Pending such examination, such shipments shall be stored and all costs and charges for cartage and storage shall accrue against the same and be enforced against the importer in the same manner as other costs and charges of entry and appraisement.

6. The importer, if he shall desire possession of the importation pending the examination to be made by the Department of Agriculture, may obtain the same upon filing a bond, Cat. Form 590, in a penal sum equal to double the amount of the estimated value of the merchandise, conditioned for the redelivery thereof to the Collector upon demand at any time within ten days after the merchandise has been appraised and reported to the Collector. Appraisement of such merchandise will not be reported to the Collector until after the result of the examination made by the Department of Agriculture shall have been received by the Collector from the Department.

7. In all cases where by reason of the delivery of a shipment prior to the receipt of the request for samples thereof, or for any other reason, collectors or other officers of the customs are unable to procure the samples desired, the Department should be notified thereof, but in cases where samples are procured and forwarded as requested, no notification of such action to the Department is necessary.

8. In all correspondence with the Department, and in all descriptions attached to samples, reference should particularly be made to the number of the consular invoice covering the shipment referred to, the consulate where certified, the commodity of which the same consists, the entry number, and invoice number.

9. In the event that a shipment from which samples have been requested be entered at the port of arrival for immediate transportation in bond to an interior port, the instructions of the Department should be at once forwarded to the Collector of Customs at the port of destination, and the Department notified of such action. In case shipments destined for interior ports under bond be entered for consumption at the port of arrival, the same should be held and the samples procured and forwarded as if that were originally the port of final destination.

10. Commodities of which, upon the recommendation of the Secretary of Agriculture, delivery is refused under the provisions of said act, may be exported by the owners, consignees, or importers thereof, under customs supervision, under bond conditioned for due landing abroad (secs. 3044 and 3045, Rev. Stat.), and in default of such exportation within ninety days, will be destroyed under customs supervision.

11. The above rules relating to the refusal of a collector to deliver packages of adulterated goods to the consignee and the exportation or destruction thereof, will apply to such imported goods as are injurious to health, or which may be forbidden to be sold, or which are restricted in sale in the countries in which they are produced, or from which exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the packages, and information in this respect will be furnished Collectors of Customs by the Secretary of Agriculture through this Department.

12. A strict observance of the provisions of sections 8 and 11 of the act of July 24, 1897, and Department's regulations thereunder, will be required in the case of importations of all food products, drugs and liquors—i. e., the name of the country of origin must appear on the articles themselves in legible English words when marked, stamped, branded or labeled, and on all packages containing the same, with a statement of the quantity of the contents; and entry will be refused of all such articles when marked or contained in packages bearing names or marks calculated to induce the public to believe that the articles are manufactured in the United States.

13. Applications for relief from hardship to importers in cases arising under the above law and these regulations should be addressed to the Secretary of Agriculture.

ROBERT B. ARMSTRONG, Assistant Secretary.

(24,730)

FRENCH VERMUTH.

Gauging of, and assessment of duty on, French vermuth. When importations thereof are entitled to the benefit of the reciprocal commercial arrangement between France and the United States (T. D. 19405), and when not.

TREASURY DEPARTMENT, October 15, 1903.

Sir: As the result of an investigation, the Department has ascertained that there is a lack of uniformity between the ports in your district and New York, San Francisco and Portland, Oregon, in the assessment of duty on French vermuth in bottles, and that there is a variance in the returns of the gaugers at the respective ports.

It appears that in some cases the contents of the quart bottles, so-called, imported at Seattle and Tacoma, are returned as containing anywhere from 32½ to 33 fluid ounces; that at San Francisco some importations are reported by the gauger as containing fractional parts of a pint in excess of 32 ounces per bottle, and that at Portland a certain importation from France was assessed for duty "at \$1.25 per dozen bottles, as it contained under 24 per cent alcohol, and the bottles contained from 26 to 27 ounces each."

Special Employee Guy M. Watkins reports that "all of the vermuth entered at Tacoma is purchased in British Columbia, whereas the vermuth entered at Seattle is shipped part direct from France and part purchased in British Columbia," but that "It all seems to come in the original packages as put up in France," and that four bottles out of a case of one dozen bottles, included in an importation received at Seattle, labeled "Noilly, Prat & Cie," were carefully tested in his presence, "the temperature being 52 degrees," and that the gauges of the bottles were found to be 32½, 32¾, 32¾ and 33 ounces, respectively.

According to the statement of the Appraiser at New York, based on repeated tests at 60 degrees F., in no instance has it been shown that the capacity of the bottles of French vermuth imported at that port was in excess of 32 ounces.

From tests made by Special Agent Rice at New York of eleven bottles of Noilly, Prat & Co.'s vermuth, at a temperature of 76 degrees F., it was shown that two of the bottles contained 31 ounces each, one contained 31¼ ounces, five contained 31½ ounces each, two contained 31¾ ounces each and one contained 32 ounces. Four bottles were then selected by the Special Agent from various cases of another shipment of the same brand and gauged at 79 degrees, 79 degrees, 78 degrees and 79 degrees F., respectively, and the quantity in each bottle was found to be 31 ounces, 30 ounces, 31 ounces and 31¼ ounces. Two of these bottles, one found to contain 30 ounces and one found to contain 31¼ ounces, were weighed, and it was ascertained that each bottle weighed exactly the same—1 pound and 7 ounces. Four bottles were then placed in ice water, thereby reducing the temperature to 59 degrees, 59 degrees, 64 degrees and 60 degrees F., and the respective measures and weights were found to be as follows: Thirty-one ounces, weight of bottle 1 pound 6¾ ounces; 31¼ ounces, weight of bottle, 1 pound, 3¾ ounces; 32 ounces, weight of bottle, 1 pound 7 ounces; 30½ ounces, weight of bottle 1 pound 7½ ounces.

It is important to note, however, that Special Agent John W. Linck reports that a bottle of the same brand of vermuth taken from an importation received at Seattle, and found, on gauging in his presence, to contain 32¾ ounces, was immediately transmitted to Special Agent Rice at New York, and that the latter reported "precisely the same result," thus showing that there is a probability that the bottles containing vermuth imported at the various ports are not uniform in size.

In order to insure uniformity as nearly as may be practicable, taking into consideration any possible variance in the size of the bottles, it is hereby directed that the standard graduated glasses and instruments furnished by the Department shall be used to the exclusion of all others in gauging vermuth as well as all other spirituous liquors, and that the same shall be gauged at the standard temperature of 60 degrees F., taking the United States gallon as the standard of measurement, and in accordance with paragraph 290 of the tariff act of July 24, 1897, sections 3249 and 3250, Revised Statutes, and the decision of the Board of United States General Appraisers of October 17, 1902 (T. D. 24017—G. A. 5214).

Where the bill of lading and the consular invoice covering the importation of vermuth are made out in any district or place located in France, the country of production, and show that the goods were exported from France to the United States via any port in British Columbia or Canada, and that the merchandise was merely transhipped at such port, and was "in good faith, destined for the United

States at the time of original shipment, without any contingency of diversion," the same is entitled to the benefit of the reciprocal commercial arrangement between France and the United States, based on section 3 of the tariff act of July 24, 1897 (T. D. 19405 of June 1, 1898), under the decisions of the Department and the Board of United States General Appraisers of May 27, 1899, and August 15, 1900 (T. D. 21186 and T. D. 22447—G. A. 4751). But goods of the same character the product of France, originally exported to, and destined for, another country and thence imported into the United States, not being entitled to the reduced rates of duty provided in said reciprocal arrangement, are dutiable at the rates provided in paragraph 296 of the act of 1897, in accordance with the decision of the Board of General Appraisers of August, 31, 1899 (T. D. 21565—G. A. 4538).

When vermuth is imported in cases of 12 quart bottles, so called, the duty of 5 cents per pint under said paragraph 296, in addition to the duty of \$1.60 per case, or the lower duty of 4 cents per pint, under section 3 and the commercial agreement with France, in addition to the duty of \$1.25 per case, is assessable on the fractional part of one pint in excess of one quart contained in each bottle.

You will hereafter be governed accordingly.

Respectfully,

(3053.)

ROBERT B. ARMSTRONG,

Assistant Secretary.

Collector of Customs, Port Townsend, Wash.

(716.)

DISTILLED SPIRITS.—MARKS ON PACKAGES PUT UP BY WHOLESALE LIQUOR DEALERS—REGULATIONS AMENDED.

(Circular No. 126—Int. Rev. No. 650.)

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
WASHINGTON, D. C., November 9, 1903.

To Collectors of Internal Revenue and others:

On and after January 1, 1904, every wholesale liquor dealer will be required to mark legibly with a stencil plate, in durable ink, on the head of each package of distilled spirits filled and stamped by him the present proof of the spirits contained in such package, as indicated in the application for stamp to cover the same, and as entered in the body of the stamp. Such marking will be in addition to the marks heretofore prescribed, and will consist of the word "proof," followed by the numerals denoting the present proof, which will be applied to the head of the package, close to the left-hand margin of the stamp and parallel thereto.

On and after the date above mentioned, the number of the stamp affixed to each wholesale liquor dealer's package will be marked on the head of the package in the manner above required in case of the proof, preceded by the word "stamp," close to the right-hand margin of the stamp and parallel thereto, the arrangement of the marks denoting proof and stamp number of wholesale liquor dealers' packages to be the same as now required in case of rectifiers' packages.

The regulations as to marking of wholesale liquor dealers' packages on page 176 of No. 7, revised April 15, 1901, are hereby amended accordingly.

Collectors will furnish a copy of this circular to each wholesale liquor dealer in their respective districts.

J. W. YERKES, Commissioner.

Approved: LESLIE M. SHAW, Secretary of the Treasury.

(714.)

WAREHOUSE RECEIPTS.

Proprietors of special bonded warehouses may (except in case of tax-paid withdrawals) decline to deliver brandy stored in such warehouses until the warehouse receipts issued by him are surrendered, where the surrender of such receipts, before delivery of the spirits, is required by law.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
WASHINGTON, D. C., Nov. 3, 1903.

Sir: This office is in receipt of your letter of the 27th ultimo, in reference to the withdrawal of brandy from special bonded warehouse, and submitting the question whether the warehouseman can decline to surrender the brandy until the receipts which he has issued are produced and the storage charges paid,

In submitting this question, you state that under the laws of Kentucky the warehouseman in such cases would be liable to fine and imprisonment for allowing the brandy to go beyond his control, except upon the production and surrender of the receipts issued by him; and you also refer to the provisions contained in section 1 of the act of March 3, 1877, that the special bonded warehouses established under that act shall be in the joint custody of the storekeeper and proprietor thereof.

Under the act named, brandy deposited by distillers in special bonded warehouses may be withdrawn therefrom, free of tax, for certain authorized purposes, and unless so withdrawn must be removed upon payment of tax on or before the expiration of the bonded period. No provision is made in the act, or in any of the revenue laws, respecting warehouse charges or liens therefor, and all claims on account of such charges may and should be enforced without interfering with the laws relating to the spirits deposited in such warehouses.

Neither is any provision made in the revenue law respecting warehouse receipts. But inasmuch as the delivery of the spirits without consent of the holder of such receipts might render the warehouseman liable to criminal prosecution under the laws of the State, the case here presented differs essentially from that where storage charges only are involved.

The withdrawal of spirits from these warehouses, except upon payment of tax, is a privilege accorded to the distiller. But it is not the policy of the revenue laws to grant to taxpayers privileges which would be in contravention of any law of the State, as is clearly indicated by the provisions found in section 3243, Revised Statutes.

This office, therefore, will not compel the delivery of spirits from warehouse (except upon payment of tax, where the right of the Government would be involved) in cases where the withdrawal of the same has been enjoined by the court or would be in violation of any law of the State in which the warehouse is situated.

Respectfully,

ROBERT WILLIAMS JR.,
Acting Commissioner.

To _____.

(24769—G. A. 5468.)

GOODS IN BOND DURING A CHANGE OF TARIFF ACTS—AMERICAN WHISKEY EXPORTED AND REIMPORTED.

Whiskey of American manufacture was exported and then reimported and entered in bond for warehousing while the tariff act of 1890 was in force. It was not withdrawn from bond until after the tariff act of August 28, 1894, went into operation, and was assessed for duty at the rate of \$1.10 per gallon under sections 19 and 48 of the latter act. The importers protested, claiming

that it was dutiable at 90 cents per gallon under the tariff act of 1890. Held, that it was dutiable as assessed under the tariff act of 1894.—*Louisville Public Warehouse Company vs. United States* (34 C. C. A., 687; 92 Fed. Rep., 1020).

'Tis Sorrow's Cure.

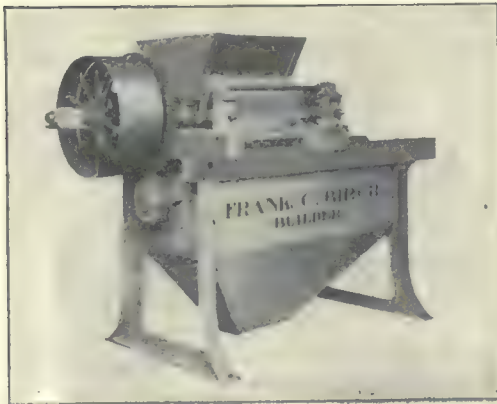
WINE and laughter! Is there anything else in this round world that can make a weary heart and tired brain so pleased that the muscles which they control will relax and smile; and in that smile can anyone trace even the faintest symptom of *ennui*? The laughter of wine is not a forced mirth, it is the genuine joy of the moment, full of life and sparkle and contagious even to those who refuse to admit that there is virtue in the juice of the grape.

All that is bright and gay is in the laughter of wine. The minutes, as they fly by, are laden only with the clear, limpid drops of the honey of the flowers; the brightest jewels are dark compared to them for their power for joy. No trace of the sordid cares are even reflected in their crystal purity; that which depicts sorrow, and from sorrow mourning, cannot be found in the laughter of wine. Exuberant in its mirth, it draws to it all that is good and generous in the human heart and refuses to see the frowns that they who have never felt its joy would bestow upon it. It does not ask to be received, neither does it refuse admittance to one and all; it stretches out its kindly hand, giving to the humblest the welcome it gives to the highest.
—*The Vintage*.

Spring Mountain Vineyard Company; capital stock, \$20,000; shares, \$1 each; subscribed, \$5, by A. M. Lemme, August Schilling, Claus Schilling, W. F. McPike, H. C. McPike, 1 share each; place of business, San Francisco.

You can't turn down the man who is in dead earnest. He makes you feel his faith in the proposition he puts before you. There is no substitute for this quality in advertising; it is power.—*Jed Scarboro*.

Wine Making Machinery



CRUSHER

FRANK C. BIRCH

Mechanical and
Consulting Engineer

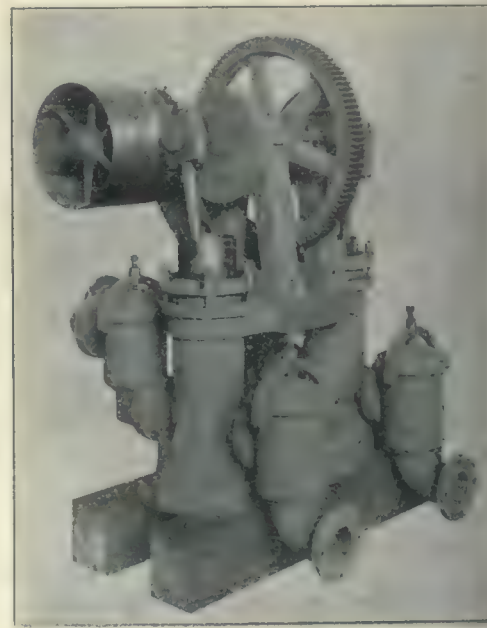
519 Mission Street, Merle Bldg., S. F.

Manufacturer of All Kinds of

WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



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KOHLER & FROHLING

B. DREYFUS & CO.

S. LACHMAN CO.

C. CARPY & CO.

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CALIFORNIA

INCORPORATED.

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AUGUST 10, 1894

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Lessee of S. F. and North Pacific R'y

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No one traveling on this road on Sundays will come in contact with Sunday picnics, either on boats or trains.

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R. X. RYAN, Gen'l Pass. Agt.

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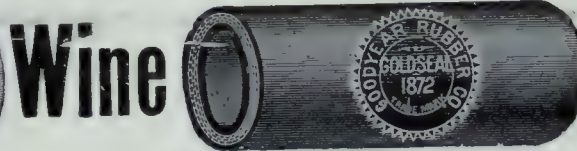
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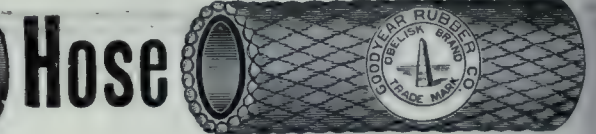
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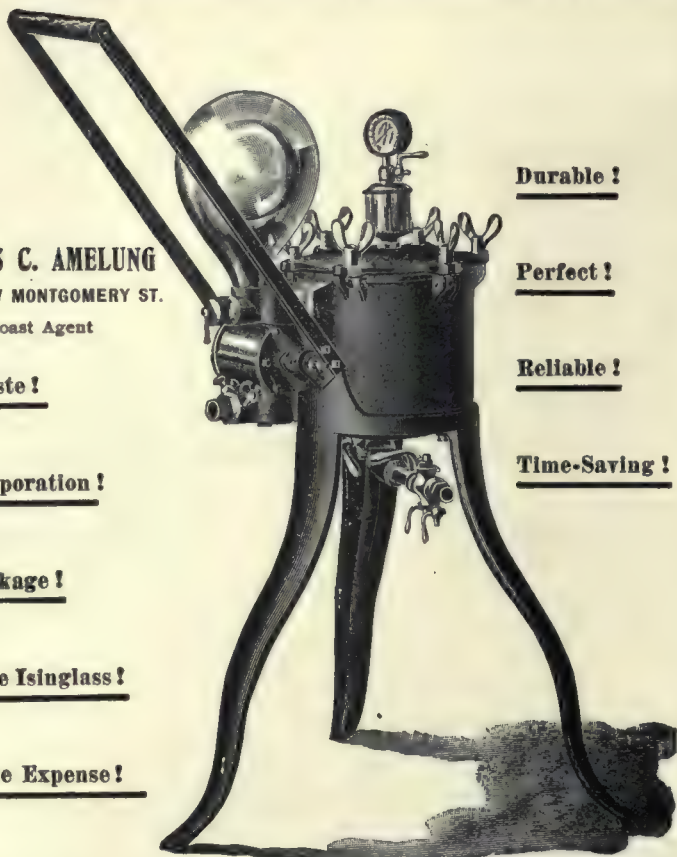
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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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LASH'S BITTERS
TONIC LAXATIVE



MARKET CONDITIONS.

DRY WINES—The market maintains a healthy tone and all things considered the condition in the wine trade appears to be quite satisfactory. Shipments by rail and sea during the month were of good volume. The movements by water aggregated 573 cases and 681,017 gallons valued at \$256,802. Of this amount 586,720 gallons went to New York; Central America took 13,210; the Hawaiian Islands 36,734, and the Philippines 10,584 gallons. Wine makers find that the wines made this year show a higher average percentage of alcohol, dry extract, than usual. In some sections the wines give promise of developing to an exceptional high standard. So the dealers may look forward to replenishing their stocks, for maturing and ripening purposes for bottle wines, from the present vintage. We hear of no notable transactions in new wine, this phase of the market remaining unchanged. However, there is a cheerful tone generally and the outlook for the new year is anything but cloudy. The receipts of wines from interior cellars from November 30 to December 28, inclusive, aggregated 1,590, 300 gallons.

SWEETS—Normal conditions continue. The demand is good and prices hold up to the figures that have long been maintained. We now have the totals of production of sweet wines in the Fourth district during the month of October. The output was 1,517,762.98 gallons. The same district in November produced 646,743.74. In the First district the output was 1,831,468.20 gallons. The total product of the two districts for November was 2,478,211.94 gallons. The tabulated details will be found elsewhere.

B RANDY—There is no special feature of the market. Prices maintain their firmness and Eastern advices are to the effect that the tendency is toward higher values. Exports during the month by sea included 219 cases and 16,210 gallons, valued at \$7,402. The transfers in bond to Eastern warehouses during the past 60 days aggregated 29,875.3 tax gallons. We are enabled to give the figures of production of brandy in the Fourth district for the month of October, which were not available for the November issue. The output was exceedingly small, being but 2,979.9 gallons. The November production was 26,531.7 gallons. In the First district the output was exceptionally heavy, the figures being 223,871.2 gallons, which went into bond. In the Fourth district in October there were 390,974 gallons of brandy used for fortification of sweet wines, and in November in the same district 155,738 gallons. Sweet wine makers in the First district during November employed 413,745 gallons of brandy in fortification. Receipts from interior warehouses were 102,100 gallons.

W HISKIES—Business is in a healthy condition and even the chronic is unable to find any reasonable grounds to growl. Orders are of good volume and collections are of such a character as to indicate that money is comparatively easy throughout the Pacific slope. As a natural result at this, the close of the year, the trade are in a cheerful frame of mind and contemplate the advent of 1904 with much satisfaction. Exports by sea were of fair average, the total being 1,478 cases and 8,414 gallons valued at

\$23,107. The imports by sea included two hhgs., two casks, five barrels, three quarters, 52 octaves, 2,140 cases. Exports of miscellaneuous liquors by sea were 1,340 packages valued at \$9,379.

I MPORTATIONS—Importers enjoyed a good trade during December and all agree that the annual trial balance will look very handsome on the right side of the ledger. Some of them have enjoyed the best year in the history of their business. The principal items of imports were: Ale and beer, 1,434 pkgs.; brandy, 3 octaves, 215 cases; cordials and liquors, 489 cases; benedictine, 165 cases; bitters, 150 cases; absinthe, 300 cases; amer picon, 200 cases; gin, 1,525 cases; ginger ale, 327 pkgs.; mineral water, 460 pkgs.; rum, 5 casks, 15 octvs., 25 cases; vermouth, 3,100 cases; whiskey, 2 hhgs., 2 casks, 5 bbls., 2 qrs., 52 octvs., 2,140 cases; wine, 3 casks; 26 qrs., 26 bbls., 17 octvs., 6 1-16ths, 644 cases.

B EER—Notwithstanding the long continued cold spell the purveyors of beer have fared fairly well. The trade is growing steadily as is evidenced by the various improvements in breweries, and the new plants being installed. Exports by sea were 2,873 packages, bottles, 55 bulk, valued at \$20,107. Imports of Eastern beers by rail were of good volume, while receipts of foreign beer aggregated 1,434 packages.

New York Market.

THE demand has been exceedingly good during the past two weeks, and prices are very firm. Outside competition is of very little account on the Eastern markets, and, as very much less wine has been made in the East than last year, the situation is altogether a very firm one, precluding the possibility of a decline in prices.

Brandies are also firm, being in good demand, especially the older ages, which have become very scarce. *Bonforts, December 10.*

Warning to Rectifiers.

ROBERT WILLIAMS, acting Commissioner of Internal Revenue, on the application of the Internal Revenue Agent at Louisville, has ruled that rectifiers of distilled spirits will hereafter be compelled to leave the marks and stamps on a package of spirits undergoing the rectifying process until the rectification is complete and the package regauged.

Alcohol and Ferments Exhibition.

From April 16 to May 31, 1904, an international exhibition of alcohol-using machines and of fermentation products will be held at Vienna. The purpose of the exhibition is to give a general idea of the present development of the alcohol industry and the various ways in which alcohol can best be used. The exhibition will also include brewing, distilling, and manufactures of malt, starch, and vinegar. For further information apply to the Bureau des Bundes der Industriellen Niederosterreichs (bureau of the association of industrials of lower Austria), Eschenbachgasse No. 11, Vienna, Austria.—*Oliver J. J. Hughes, Consul General, Coburg, Germany, October 27, 1903.*

Clarification of Wine.

THE clarification of wine has for effect to eliminate all the matters that it holds in suspension, which prevent its limpidity and spoil its taste, and to stop the slow fermentation that these matters would produce.

Clearness is one of the essential qualities of wine, because a wine that is not clear is not pleasing to the eye and has a disagreeable taste caused by the presence of the matters held in suspension. Besides if it is not already diseased, it will soon be. This much wanted clearness cannot be obtained by simple rackings, for, even if the wine has been well made and taken care of, its clearness cannot be perfect. Clarification only can do so. It produces good effects on common and new wines, and makes them fit for consumption much quicker by decreasing their harshness and their intensity of color. It is necessary for wine made with damaged grapes or those from diseased vines, and also for wines good or bad, which are stored in warm cellars, for the changes of temperature can favor the development of injurious fermentation.

Red wines that remain turbid after two rackings should be clarified, and white wines, whether turbid or not, should always be clarified, after the second racking, because they lack tannin and always contain more albuminous matter than the red.

It is by the action of the tannin that the matters contained in wine are precipitated and form the lees. These matters unite with the tannin and form with it an insoluble compound, which precipitates the greatest part of the matters held in suspension, and also a certain proportion of the soluble matters.

Clarification is a mechanical operation; but to be successful the wine must contain a sufficient quantity of tannin to combine itself with the clarifying substances and precipitate them.

Therefore clarification decreases the proportion of tannin that the wine contains, so it is very important to add to the wine, a day or two before clarifying, the quantity of tannin equal to the one that shall be lost by the clarification. The proportion of tannin will then be first determined by the method given in the REVIEW of November, and, as one gramme of tannin dissolves 1.80-100 grammes of gelatine, it is very easy to know how much tannin must be added, so that the wine shall still retain enough tannin after clarification.

Clarification decreases also the proportion of cream of tartar acid, so it is good to add also a small portion of tartaric or citric acid before clarifying, for this element increases the keeping qualities of the wine after the operation.

The frequent failures in the clarification of wines are due to the too great quantity of tannin used, and they would not happen if this simple and practical method was always followed by wine-makers.

The excess of gelatine makes the wine cloudy and often produces the putrid fermentation. However, a wine may become cloudy after clarification, although the gelatine was not in excess. This trouble is generally caused by the incomplete fermentation of the wine. In order to find out if the wine will not become cloudy after clarification, without an excess of gelatine, one only needs to fill entirely one bottle and cork it, and another bottle only one-half full of the wine to be clarified, covering it with a

piece of paper; then to shake well both bottles and to place them in a room where the temperature is at 75 degrees.

If the wine remains limpid in both bottles, it is safe to believe that it will not become cloudy during summer, but, if it becomes cloudy it is proof that it contains a certain quantity of unfermented sugar.

In the first place the wine can be clarified, and in the second the fermentation will have to be ended first, because the clarifying substance can spoil the wine by fermenting itself, and by adding to the germs of decomposition the proper substances to their development and nutrition.

To clarify wine properly it is absolutely necessary to well mix and incorporate the gelatine or any other clarifying substance in the wine. This is done in a barrel by stirring well with a mixing rod the wine and the gelatine, which has been previously dissolved and well mixed with some of the wine; and in casks by pumping the wine over for twenty to thirty minutes, according to their size. But, as for racking wine, clear, cold and well settled weather, and a temperature of from 45 to 60 degrees in the cellar are the conditions of success in clarifying. The time necessary for a good clarification is from twelve to twenty days, according to the size of the cooperage, the nature of the wine and the clarifying substance employed.

As soon as the wine is perfectly clear, it must be racked off into a clean and sweet cooperage, for otherwise certain fermentations could spoil its constitution and make it cloudy and turbid again.

The substances mostly employed for clarifying wines are the following: Albumen of fresh eggs, which, although costly, is the best for fine red and port wines. Ten grammes of it are precipitated by 35-100 grammes of tannin. For a well constituted wine, the white of five fresh eggs are enough per barrel, or for every fifty gallons of wine. Dry powdered albumen, if pure, is good also, but humidity spoils it. It is dissolved in water in the proportion of one part of dry albumen to six parts of water; ten grammes of it are precipitated by 3½ grammes of tannin. Brown gelatine extracted from bones, is the substance mostly used for common red wines. It is dissolved in a small quantity of warm water, then well mixed in some of the wine to be clarified, then cooled off and employed in the proportion of 20 to 40 grammes and 20 grammes of salt per fifty gallons; ten grammes of it are precipitated by 12 grammes of tannin. This is the poorest of all the clarifying substances, but it is used for red wines on account of its low cost.

White gelatine generally called grenatine, is a very good gelatine. It is extracted from selected skins, and cartilages of calves, and is mostly employed for clarifying white wines and Sherry and Angelica. It is prepared like the first one, and used in the proportion of 10 to 15 grammes per 50 gallons. Ten grammes of it are precipitated by 8 grammes of tannin.

Ichthyocoll or Russian isinglass, contains from 86 to 93 per cent of pure gelatine, and is the best of all the gelatines. As it is very costly, it is employed only for clarifying fine and superior white wines. It is used in solution, like other gelatines, in the proportion of 5 grammes per 50 gallons of wine; 10 grammes of it are precipitated by 4½ grammes of tannin.

WM. JULIEN LAFERRIERE.

Rutherford, December 17, 1903.



THE WINE INDUSTRY AND ITS FUTURE PROSPECTS



Address by PERCY T. MORGAN, President of the California Wine Association before the California State Fruit Growers' Convention.

AFTER fifty years of hard and intelligent effort on the part of handlers of California wines the industry has been established on a firm basis. The quality and general excellence of the product are no longer in question.

Wine drinkers in this country, unfortunately, form but a small minority, but a great proportion of the wine they consume is of domestic production. California alone grows and markets over ten times the total quantity that is imported from abroad, while Eastern vineyards, also, produce a great quantity that finds a domestic market.

The per capita consumption of wines in the United States, however, does not equal one-fiftieth of that of wine drinking countries like France and Italy.

Consequently the field is not as wide as might be desired or at all in consonance with the great possibilities of California as a region in which wines of the highest excellence can be produced.

If the per capita consumption of the United States equaled that of France there would be a domestic market for over two thousand million gallons of wine, and almost every rolling hill and fertile valley of California could be profitably covered with vines.

In France, a country with a population of but little over one-half of that of the United States, there are four million two hundred and fifty thousand acres of bearing vines; from which it will be seen how comparatively insignificant the United States is as a wine producing and consuming nation.

The future of the California wine industry is principally, if not entirely dependent upon an expanding market.

Whenever the demand, be it domestic or foreign, shall exist, a vast acreage in California suitable for the growing of wine grapes can very soon be brought into bearing.

For two or three years past a brisk demand for wines from first hands, caused by a succession of short crops, has given a great stimulus to grape planting, and a considerable area—estimated by some as high as seventy thousand acres—has been planted to vines, principally in the sweet wine districts, extending from Yolo County in the north to San Bernardino County in the south.

The greater part of this new acreage was planted to wine grapes, though some portion was table grapes, which in late years have given such phenomenal returns.

In 1902 the vineyards then bearing gave an enormous yield, and, at the beginning of the 1903 vintage, cellars were crowded with previous years' wines, the prediction freely expressed that the grape yield would equal that of the previous year filled wine-makers with feelings akin to dismay, for another such vintage as that of 1902 could only be housed with a great increase in holding capacity, and inquiry developed that there was not sufficient seasoned cooperage stock obtainable to make any very considerable increase in tankage.

The financial outlook, also, was not favorable; and rumors that a repetition of the previous heavy production might cause a drop in prices did not tend to make bankers as anxious to open their coffers to provide funds as generously as they did last year, when in a few weeks they advanced several millions to take care of the heavy vintage.

Among sweet wine districts this year the wine crop of Southern California was quite heavy, and that of the extreme northern grape growing section was also large, but in the Fresno district, the alternative presented by a favorable drying season and the prospect for high raisin

prices caused a great many growers who were dissatisfied with winery conditions to put on trays grapes which have gone formerly to wineries, so that the total sweet wine yield will, most fortunately, be considerably less than in 1902, and it is hoped that a fair equilibrium in prices may be maintained.

In the dry wine districts, crop predictions have been fairly well realized, and while the yield was not so great as in the phenomenal vintage of 1902, it was far above an average, and when the wines approach maturity within the next two years concerted action will be necessary to keep up the favorable market conditions which have prevailed for several years past.

Interest, taxes, insurance and evaporation cut so large a figure in the expense of carrying on the wine business that the initial cost of grapes from which wine is made that has to be carried for a long time, becomes a matter of considerable moment to the wine-maker.

The unexpected and almost unprecedented occurrence of two heavy vintages in succession tended this year to make wine-makers, whose cellars were filled with wines from previous vintages, very cautious in buying grapes.

The price for dry wine grapes dropped considerably below that of the previous year, and while the price for the last two years, taken together and averaged, was quite remunerative, grape-growers who had anticipated a continuance of the higher range of prices shared the disappointment of wine-makers who, judging from previous experience, believed that a short crop would succeed such an abnormal yield as that of 1902, and had held their wines in anticipation of more remunerative prices, in place of which they stand to face a considerable loss.

The wine industry in the last few years has suffered a disappointment in its expectation of an increase in consumption.

The Philippine Islands, from which great things were expected, have taken practically nothing from us.

Porto Rico, instead of a large market, has proved to be such a small consumer as to be an entirely insignificant factor.

Cuba, in which the consumption of wine is very large, is and apparently must remain practically a closed door to California wines, because we cannot compete in price with the wines which are shipped there from Spain.

Within the United States the consumption of California wines has shown but little increase in the last four years, if we are to take as competent evidence the only record at our command, namely, the statistics of railroad and sea shipments.

Whether this condition of affairs is due to the raise made about three years ago in the price of wines, or whether the production from the heavy acreage of Eastern vineyards planted in late years has filled the increase in consumption which should naturally follow the known increase in population in this country, it is difficult to determine, but the fact remains and must be recognized that unless a change occurs it will be extremely difficult within the next two or three years to profitably take care, through wine channels, of the yield of the new sweet wine grape acreage which will come into bearing.

Should a surplus of grapes be produced every grower will have to face the problem of how to find profitable uses for his product.

This year's experience seems to point to the conclusion that although the Raisin Growers are banded together in a closer combination than ever before, managed by competent men of their own choosing, it is quite possible even with the existing bearing acreage to produce a greater tonnage than the market will readily absorb at reasonably remunerative prices.

Growers of table grapes, however, have, I understand, experienced another profitable year, and some of the increased acreage may here find a remunerative field.

The wine men discovered last year that vineyards now in bearing can produce a very large quantity of wine, and nothing but the great financial strength of their organization, with its consequent ability to hold the product without being forced to sacrifice it, has prevented the arising of conditions which in their reflex action could not fail to seriously affect the Grape Grower.

The question, therefore, which may arise is: How shall we take care of the product of the new acreage when it comes into bearing?

Can wine be made at a price low enough to compete in foreign fields or limit the consumption of the Eastern product?

To what extent can grapes be dried so as not to overstock and depress the raisin market?

To what extent can grapes be shipped green to Eastern markets without making the present profitable conditions for table grapes disastrously the reverse?

Does it not appear that all these contingencies must be considered when the seventy thousand new acres bring their additional yield of grapes into the market?

It is true that disease may decrease the yield of the old vineyards, and may even destroy some of the new ones, but still there will ere long be a heavy additional tonnage to be taken care of.

This should not come upon us unawares. We should prepare for it thoughtfully and scientifically; not by blaming the Raisin Directors because they cannot accomplish impossibilities, nor by execrating the Wine Men because they are obliged to be conservative with the capital entrusted to them, for were they not so the alternative would soon present itself of no capital being offered them to carry on their business.

Not, in a word, by hunting up some other fellow all the time upon whom to lay the blame for conditions for which Nature, alone, is responsible, in generously making the vines to grow and the soil to produce, but by all getting together and talking, planning, thinking and dreaming over a business-like solution of the problem.

It is not difficult for the ordinary man to be prosperous in times when consumption takes care of production, but it takes a cool and wise head not to get lost in times when the yield exceeds the demand.

We may hope that such an eventuality will not arise, that something may happen within the next two or three years, either by increased consumption or by some new conditions which at the present moment we do not foresee, to prevent it. But if it does occur we must be prepared for it by alternatives which will enable us, by some concerted action, to get rid of the surplus and retain the value of what the market will take at remunerative prices.

Many propositions have been advanced; some impractical, others perhaps more practical, of which the following are examples:

Shall a portion of the grapes be contributed in equitable proportions to be made into concentrated must for shipment abroad and sale for what it will bring?

Shall a portion be made into wines for export to foreign countries for joint account, and sold at the best obtainable figure?

Shall new fields be exploited in unfermented grape juice, for which quite a considerable demand has been created by eastern growers, or,

as has been suggested, in the manufacture of fruit syrup to take the place of maple and glucose syrups at present used for table purposes?

Shall an attempt be made to educate the temperance people that the truest solution of their problem is to promote the use of light California wines as a means of checking drunkenness, and through the correct interpretation of their chosen name, namely "temperance," to use the gifts which God has bestowed upon us?

Drunkenness is never prevalent, in fact it is almost unknown in countries where light wines alone form the staple beverage; it is only where the drinking of the stronger forms of liquor is practiced, that the abuses abound which these honest and well-intentioned people so vigorously deprecate and endeavor to allay.

All these questions should be agitated and agitated earnestly. Some good work in this direction is being done by a concern styling itself the American Grape Acid Association, which, in its endeavor to find a means of producing here, instead of importing from abroad the cream of tartar that is consumed in great quantities in the United States, has offered a prize of twenty-five thousand dollars for the discovery of a process which will make tartaric acid in paying quantities as a direct product from grapes.

That their efforts may be crowned with success is a consummation devoutly to be desired, and every grape grower should assist the aforesaid concern in its laudable work, for if it accomplishes nothing else it will, by its extensive distributing of pamphlets, have advertised California in a splendid manner all over the world.

The foregoing remarks on a possible over-production of grapes apply particularly to sweet wine districts, and are dwelt upon in this address because this convention is being held in the great sweet wine center.

In dry wine districts, while it is unlikely that the price of grapes can be sustained at anything near the high prices of the 1902 vintage, there is little reason to fear that the growing of dry wine grapes may become unprofitable, for the difficulty, expense and time required to bring a resistant vineyard into bearing are considerable, and no such

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heavy increase, therefore, in new acreage within a limited time can be anticipated as in the sweet wine districts.

Diseases prevalent in dry wine counties are more likely, also, to keep the average production within reasonable bounds.

Two years, and even one year ago I earnestly believed that a large production of dry wine from existing vineyards was an impossibility, and I still believe that the present full supply can, by concerted and sensible handling of the situation, be profitably absorbed through future smaller vintages.

But vines have proved themselves to possess such wonderful recuperative powers that guessing on their prospective yield has become an unsatisfactory business, so that beyond expressing the firm opinion that the planting of grapes in dry wine counties will prove fully as remunerative for many years to come as the raising of almost any other agricultural product, I feel very chary of making prophecies.

In conclusion I desire to say a word on arrangements for so-called reciprocity with other nations.

If you do not keep a watchful eye on your own interests it is not likely that the present or any future National Administration will remember that, while pre-eminent as the "land of sunshine, fruit and flowers," the State of California is of sufficient importance politically to be seriously considered when making arrangements with foreign countries.

Votes in politics count like dollars in business, and if through disregarding your interests a reciprocity agreement can gain three votes where you can furnish only one or two, you must not think that in politics any more than in business, sentimental questions will be allowed to interfere.

Reciprocity is not dead; it is only sleeping. Do not sleep also, but by being watchful and combining the whole Pacific Coast, and any other section or State on such questions, get the votes and the influence which California alone can muster.

Your own Senators naturally prefer to be on the winning side, and if you do not keep up a clamor and vociferously assert your claims and rights they are more likely to see their interests through administration eyes than through those of their constituents.

Cuban reciprocity, which your last Legislature refused to instruct your Senators to vigorously oppose, and which has been allowed to pass Congress practically without a protest, will cause you to rub your eyes and wonder how it all came about when in five years from now agricultural products, citrus and other fruits are pouring into your own country's great consuming markets and elbowing out the products of California. And it will, unless you take more interest in such matters, be followed by other treaties or legislation favoring some other section of the country or some other interest at your expense.

A late inquiry referred to the proper department in Washington, which, being unable to answer it, suggested referring it to the Consul General of Cuba in New York, developed the fact that the small preference which we imagined we had under the Cuban Reciprocity Treaty is rendered, by a trick of words, inapplicable to dry red wines, and therefore California is practically excluded from all benefit of that treaty, while yielding on citrus and other fruits extraordinary benefits to Cuba.

Few of you probably understand that while the French, German, Portuguese, Italian, and other tentative reciprocity treaties have

never been ratified by Congress, wines from these countries are being admitted into the United States, through presidential proclamation, at from twelve and one-half to thirty per cent less than the full duties prescribed by the Dingley tariff law.

In other words, it will be California, always California, that will get the shells while other sections get the kernels of administration favors.

By such methods, unless you are much more wide-awake than you have been in the past, you may one day find that instead of invading foreign markets with California wines, you will have to fight to keep your home consumption from being ruinously invaded by some foreign product.

Therefore, I say, do not peacefully slumber, depending entirely on nature's bounteous favors for your prosperity, but demand of your Senators and Representatives, who should be your watchmen, and not you theirs, that they investigate and keep you fully posted on all matters affecting your interests instead of waiting for you to respectfully inquire of them about this or that matter, as they now appear to believe is the proper procedure.

A Pressing Need.

A PRESSING want in California is a State Bureau of Statistics, to collect and arrange county statistics of every description. One of the great difficulties in dealing with products and values, such as wine, raisins and all other farm produce and other industries, is the absence of reliable figures or even estimates. At the present time when the State is making such wonderful progress, applications are constantly being received by Chambers of Commerce, and other local authorities for information of this nature, but which they are unable to supply.

With regard to the Assessors' returns, some plan is necessary to compel farmers and others to fill up their assessment papers correctly; for, as a rule, four-fifths of the required details are generally wanting and the forms returned more or less in blank.—*Fresno Report.*

The Wholesale Druggists' Association and Proprietary Association of America held their annual banquet at the Hotel Somerset, Boston, Mass., on September 10, 1903. Moët & Chandon Brut Imperial was the only champagne used.

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U. C. Experiment Station Report.

DESIRABLE GRAPES.

In answer to continuous requests for some of the less-known varieties of vinifera grapes for special purposes we repeat the following classified list of cuttings, which are again available:

PORT VARIETIES.

1. *Tinta de Madeira*.—Bears well, makes a fine port wine with a smoothness and roundness most desirable; is improved by blending with *Tinta Amarella* and *Mourisco preto*.
2. *Tinta Amarella*.—A heavy producer; a good grape to make the bulk of a port vineyard, but needs a higher grade to improve its quality.
3. *Tinta Cao*.—Not a heavy bearer but bears regularly; gives an excellent blending port.
4. *Mourisco preto*.—A vigorous vine; one of the most promising port varieties.

SHERRY VARIETIES.

5. *Pedro Jimenes*.—A fine sherry and table variety and a good bearer.
6. *Palomino*.—A good regular bearer; can be well recommended in good soils.
7. *Beba*.—Makes a fine sherry and is also a very fine table grape; keeps well.

8. *Peruno*.—Gives a good, sweet wine, but is rather neutral and needs to be blended with a variety that will give it more flavor. Is a good bearer.

9. *Mantuo de Pilas*.—Gives a fine flavor to sherries and is used a good deal to blend with neutral varieties; a fine bearer.

10. *Verdelho*.—Is a good bearer, makes a fine wine that acquires a marked rancio flavor, and blended with about a third of neutral wine makes a fine sherry.

11. *Malmsey*.—Quite productive in good soil and makes a good sweet wine, having a very agreeable aroma.

All these varieties are specially adapted to warm districts, such as our interior valleys, where the tendency is to make nothing but sweet wines of Spanish types; in cooler districts most of these are not well adapted to make the dry wines on account of the special composition of their musts.

TABLE GRAPES.

12. *Luglienga*.—An early grape which does well in loamy soils; is highly flavored, crisp flesh.
13. *Pizzutello di Roma*.—Crisp, good flavor, loose bunch; makes good raisins.
14. *Golden Queen*.—Is a good bearer, high quality, does not crack, can remain on vine till late in November.
15. *Zabalkanski*.—A good bearer when pruned long on a trellis; a beautiful table variety.



LOS ANGELES DEPARTMENT



LOS ANGELES, Dec. 20.—Retail liquor dealers in Los Angeles are not dismayed by the threat of the retail druggists to bring about an election to vote upon the license question. The action of the druggists in declaring they will accomplish the imposition of a \$250 per month retail liquor license, by submitting to a vote of the people the entire liquor question, is considered a bluff attempt in the hope of avoiding their own share of the city taxation. The druggists to retaliate upon the retail liquor dealers, for what they have done for their own protection, in insisting that the druggists should pay a fair license or be restricted in the sale of liquor, so it may be dispensed for medicinal purposes only, threaten to bring about the adoption of the "Pomona ordinance." But few business men in Los Angeles will be in sympathy with any effort to Pomonaize this city.

Saloon men, who are required to pay \$60 per month for the privileges of doing business in Los Angeles have declared that by rights the drug store men who are their active competitors, should pay as much if they persist in selling liquors in small bottles or by the drink. The saloon men are willing to pay increased license tax, if the relations between them and the retail druggists are equitably established; but to permit the druggist to compete with the saloon men, and pay but a half or a third as much license, is manifestly unjust. Certain Councilmen imbued with a sense of fairness, have suggested that the druggist be restricted absolutely to the sale of liquor ordered by prescription, the tax for this privilege to be \$5.00 a month. This rule would carry with it the requirement of the druggist to make to the city authorities monthly reports of the sales. Despite the fact that druggists claim their sales now are purely for medicinal purposes, they protest loudly against any supervision of their liquor trade, and to get even or to head off the proposed innovation they threaten to Pomonaize Los Angeles.

If a campaign for absolute prohibition is to begun in Los Angeles there is no denying the fact that it will be a warm one. Liquor interests will be able to make strong points in their behalf by running free excursions of voters over to Pomona, Ontario, Riverside and other districts where prohibition prevails and point to those places as examples of what might happen in Los Angeles. Few business men in Los Angeles would contemplate with pleasure a condition of absolute prohibition in this town which depends so much upon the floating population.

In their effort to evade the paying the tax imposed upon them, the wholesale druggists have lost in the courts. Suit was instituted last April to determine whether the municipality had the right to impose a tax of \$60.00 a month upon druggists, grocers and others selling liquors in the city. W. Braun had been arrested for refusal to pay, and his trial was taken up as a test case. The Supreme Court affirms the authority conveyed by the city charter and habeas corpus proceedings instituted by Mr. Braun were dismissed. The city has begun suit to recover back tax amounting to \$480.00 in the case of each wholesaler. This precipitated the attack upon the retail liquor dealers and the counter movers in their behalf. Attorneys for the

retail liquor dealers are preparing to bring an injunction suit restraining the City Council from making any further increases in the saloon license tax. The complaint will recite that at this time the cash paid into the city treasury as collections for all grades of liquor licenses, amounts to \$213,600 a year; that the cost of maintaining the Police Department of this city amounts to \$153,507 in salaries and about \$10,000 a year for incidentals; that the liquor tax moneys collected in excess of the cost of policing the city is now about \$60,000. Attorneys for the liquor dealers aver that the city illegally diverts saloon license money from the police fund and any increase in the tax will be unlawful.

LOS ANGELES NOTES.

More brandy was made this year in Southern California than ever before. At least 50,000 gallons of brandy will go into local bonded warehouses. All the wineries ceased making wine December 15th, and since then they have been working full capacity on brandy. Less wine was made this year than last. Wine-makers of the South find they can get better prices for claret this year than they can for their port, and certain manufacturers are devoting all their attention to dry wines.

The Italian Vineyard Company, of which Secondo Guasti is President, is putting 10,000 gallons of brandy in special bonded warehouse No. 8.

Jacobi Rudel will put in bonded warehouse 3,000 gallons of brandy.

The San Gabriel Wine Company is still operating, making brandy for a local warehouse. This is the last year the San Gabriel Company will operate for the buildings are going to be converted into the Dodgeville Felt factory.

Giovani Piuma has finished wine-making and is working on brandy, expecting to put 2,000 gallons in the warehouse.

Sierra Madre Vintage Company has just finished wine-making, and will put 10,000 gallons of brandy in special bonded warehouse No. 8 of the J. E. Cook Mercantile Company, in this city. All the brandy in the district is going to No. 8.

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.

Charles Stern & Sons of Riverside are making brandy for a local warehouse and for shipment to Chicago and New York.

G. F. Merriam & Son have made 4,000 gallons of sweet wine and 1,000 gallons of brandy.

San Diego County is not showing up at all this year in the production of wine and brandy.

At Anaheim Charles Otto Rust is making 3,000 gallons of brandy.

Cadet Yribarne, at the Alamitos Beach Distillery is making brandy and dry wines in the prohibition belt.

J. F. Boyle, W. J. Fisher, G. Bayha, Joseph Young, all of Orange County, made little wine and brandy for the local trade.

Ventura County did not produce any sweet wines this year.

John McClure of Shorb is making brandy for warehouse.

Charlie Salter, manager for Convis & Mittendorf can always be found at the "Eagle's Nest."

Rol King has sold the Richelieu to N. A. Cameron of Flagstaff, Ariz. It is reported Rol will open a new place for an Eastern man.

J. E. Waldeck's annex to his Casino Theater is one of the finest bars in the city. A billiard room upstairs is elegantly appointed. W.

Ross' Belfast Ginger Ale.

In the Supreme Court of Western Australia,
W., No. 41, of 1903

Between

W. A. Ross & Sons, Limited, Plaintiffs,
and

Asher & Co., Kalgoorlie, Defendants,
His Honour, Mr. Justice Parker, in Chambers.

Upon the application of the plaintiffs, and upon hearing the Solicitor for the plaintiffs, and by consent, the amount of damages and costs payable by the defendants having been agreed upon and paid: It is ordered and directed that the defendants, their agents and servants, and each and every of them be forever restrained, and an injunction is hereby granted restraining them, and every of them, forever, from in any way infringing or copying in any way, or imitating the trade mark of the plaintiff, registered with the Registrar of Trade Marks in Western Australia, No. 1114, of which the plaintiff company is proprietor, such trade mark being for mineral waters, natural and artificial; and, also, from in any way copying, imitating or infringing the combination of devices and words as a trade mark of the plaintiff company, and from passing off goods of the defendants' manufacture as and for the goods of the plaintiff company, and from selling or offering for sale, or disposing of any ginger ale or natural or artificial waters or cordials not of the plaintiff's manufacture, in bottles in imitation, or colorable imitation, of the get up of the plaintiff's goods or bottles, and in refilling or using bottles bearing the words "Ross's Belfast," in raised letters or similar words. And it is further ordered that this injunction be treated as a judgment after trial of this action.

H. D. MOSELEY, Associate, 6-8-'03.

Dated this 28th day of July, 1903.

6-8-03.—J. B.

Rates on Whiskey Shipped to California.

The following increase on freight rates from Louisville and Cincinnati, will be effective on Dec. 1st:

The present rate on whiskey in wood, carload, is \$1 per 100 pounds. Less than carload \$1.50 per 100 pounds.

The new rate will be \$1.25 per 100 pounds in any quantity.

The present rate on cased goods, carload, is \$1.20 per 100 pounds; less than carload, \$1.50 per 100 pounds.

The new rate will be \$1.50 per 100 pounds in any quantity.



Imitation Stained Glass

Tel. Main 715

The great substitute for the real article
Beautiful; durable; cheap

For Windows and Transoms in Hotels
Restaurants, Saloons and Residences

Wall Paper, Window Shades and Interior Decorating

G. W. Clark & Co. 304 & 306 POST ST.
SAN FRANCISCO

CLICQUOT ??

Yes, CLICQUOT !
It is acknowledged by all Connoisseurs,
both at home and abroad, to be the STANDARD of Fine
CHAMPAGNE



A. VIGNIER CO.

Sole Distributors for the Pacific Coast

429-431 BATTERY ST. SAN FRANCISCO

New York Correspondence.

THE conditions which characterized the market and general trade at the time of our last letter, still prevail. There has been no appreciable change either for better or worse. Business continues to jog along, so to speak, and no one is disposed to even try to infuse any activity into it. The conditions are accepted as inevitable, and the average dealer is disposed to bide his time and wait for some future developments.

The holiday trade while not up to that standard for the past year or two, when stocks were booming and every other man felt himself a millionaire in embryo, has been fairly satisfactory.

Every now and then an item appears in the trade journals bemoaning the fact that we export so little wine or whiskey to Europe and ascribing it to all sorts of reasons. A number of houses have made more or less efforts to find a market "abroad." Occasionally some concern has taken the matter up in earnest, but for the most part the campaign has been taken in a more or less half-hearted way.

California wines in the past few years, have obtained a fair footing, one concern being established in London, who do a large business, which is slowly but surely growing. The success obtained by this house has suggested to distilleries that there must be a market for their product if properly exploited. They reason that American whiskey "beats the world"; whilst they recognize that American wines find hard competition in the products of France, Spain, Portugal and Germany.

With its tremendous population, London, they reason, offers a vast field, and because California wines have obtained a foothold there, they figure American whiskies will.

But, they do not know their Englishman. The Briton argues when he buys wine, it is all foreign. It comes from the Continent, the Colonies or the United States—no matter whence it comes it is foreign. But whiskey! There you step on the Englishman's toes, and he believes in Irish and Scotch—his own products. The frantic appeals to buy British matches, because they are British, which one sees plastered all over the metropolis, on omnibuses—on boardings and "all over the place," give me an insight to the British character, and it is a hard nut to crack. Then again he is ultra conservative and loathe to try something new. He comes over here and wants his Bass, his Scotch or his Irish, just the same as if he were at home. An American goes to London and tries everything over there "indigent to the soil."

It will be very slow and painful process to create much of a market for American whiskies in England. Much hard work may do good, but it will be doing good for our descendants. A little bit of patriotism on the part of our American when "abroad" and a touch of the Briton's adherence to home products, though he be in a foreign land, might tend to hasten the achievement of this desired result.

The Agricultural Department has assigned a chemist and food expert to the Appraisers' stores here, with a view

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

to expediting the work of the examination of food products imported to this country.

It is hoped that by this means the congestion of goods at the Appraisers' stores will be materially relieved. Instead of taking a sample of every importation and forwarding it to Washington for analysis, which means holding the entire shipment here pending a report on the sample, the analysis will be made here at once, and the delivery of the goods accelerated.

It is a most deplorable fact that the findings so far tend to show that comparatively little adulteration of food products, imported, is done until after the arrival of the goods here. Olive oil and wines which are the foods most adulterated, are in the main brought here in the pure state, and while we blush for compatriots, it is nevertheless an indisputable fact that some wonderful (?) changes are wrought in the goods after their receipt in this country.

There is a movement on foot to unite the 10,000 odd importers in the United States in the formation of a National Association of importers. This organization movement is probably resultant of the activity of the domestic manufacturing interests as represented in the American Protective Tariff League and similar combinations.

To quote one of the promoters of the association: "The object of the association, which is badly needed, will be to prevent undervaluations, to secure uniform classification and valuation of goods at all ports, and to insist on a fair,

prompt and efficient execution of the customs laws. One of its features will be a Customs Bureau, in charge of an expert on customs laws and practice, and with laboratories, a legal department and everything else that is needed, attached. We intend to establish such a bureau, where every member who feels that he has not been fairly treated can get the best possible advice and where every important customs decision can be examined and analyzed."

"We want to hire the best talent in the country for this work. We are only looking for all that is due us under the law, and we wish to help in the efficient administration of the law. No one suffers more than the honest importer from undervaluation, mis-classification and other dishonest practices."

So far no one has been chosen for the chief of the customs bureau which it is proposed to establish, but General T. S. Sharretts, one of the Board of General Appraisers is mentioned as the one likely to be selected.

Judge Sumerville has sustained the protest of Amsinck & Co., of this city against the ruling of the Appraisers on an importation of whiskey, which was imported while the act of 1890 was in force, but entered into bond and not withdrawn until after the act of 1894 became operative. It was assessed under the Act of 1890. The contention of the importers that it was entitled to the lower duty, as assessed under the act of 1894 has been upheld.

NEW YORK.

The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

Of the Franklin Circuit Court, April 9, 1891 (Excerpt)

"Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words **TAYLOR WHISKEY**, and from representing or describing any of their whiskies as **TAYLOR WHISKEY**, either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, or in any way whatever."

There is but one **OLD TAYLOR** Distillery in Ky.

(INCORPORATED)

THE GENUINE

Taylor

WHISKEY

Is bottled in bond under direct
supervision of the United States
Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OR
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one Old Taylor Whiskey Distilled in Ky.

New York City's Vintage.

THE New York Times of September 13th, contains the following: It is not generally known that New York manufactures a considerable quantity and a rather wide variety of domestic wines and liquors. These drinks begin with blackberry wine, which is made in the Bronx and in all other parts of the Greater New York where blackberries grow wild in abundance. An enterprising householder at Wakefield has his boys gather several bushels of blackberries when the wild crop is large, and makes from twenty to twenty-five gallons of wine. He maintains a cellar, and "lays down" a certain quantity of his wine each year, so that he always has some that is mellow.

Another favorite home-made wine in the rural parts of the town is produced from the flower of the dandelion. The flowers are gathered in large quantities for this purpose. The resultant wine is beautiful in color and clearness, though connoisseurs might scorn its bouquet. It has an important place, however, in a good many suburban households. Still another domestic wine is made from rhubarb. The most skilled makers of rhubarb wine use plenty of sugar, and produce a pretty strongly alcoholic beverage that looks like a rich Moselle. This is not a specially cheap wine, as a great quantity of rhubarb is required to make a small quantity of wine, and the sugar adds to the cost. It keeps well and improves with age.

Perhaps the most important liquor made in New York

homes is old-fashioned cherry bounce. This happens to be a specially good year for wild cherries, and the crop of cherry bounce is unusually large. Even when native brandy is used in the compound the liquor is not cheap, for more than a pint of brandy goes to make a quart of cherry bounce, and here again the sugar is an important item of cost. Housewives who are fastidious insist upon a fair French brandy for their cherry bounce, so that it costs between 75 cents and \$1 a quart. It is the most beautiful product of the domestic winemaker.

Red Top Rye as a Leader.

WESTERN dealers who want a famous brand that will stand every test as a leader should not fail to investigate the merits of Red Top Rye. This favorite whiskey never fails to please the best trade. Red Top Rye is distilled from choice No. 1 Northern Rye, and is stored in well-heated, well-lighted and thoroughly ventilated warehouses for ten years before it is placed on the market. Old-fashioned methods are used throughout in the production of Red Top Rye, and the result is a whiskey that is good, pure, honest and as delightful as whiskey can be made. The well known, thoroughly up-to-date methods of Messrs. Ferdinand Westheimer & Sons of St. Joseph, Mo., Cincinnati, Ohio and Louisville, Ky., in pushing Red Top Rye wins for them the encomiums and support of best dealers everywhere. It will pay dealers to write them.

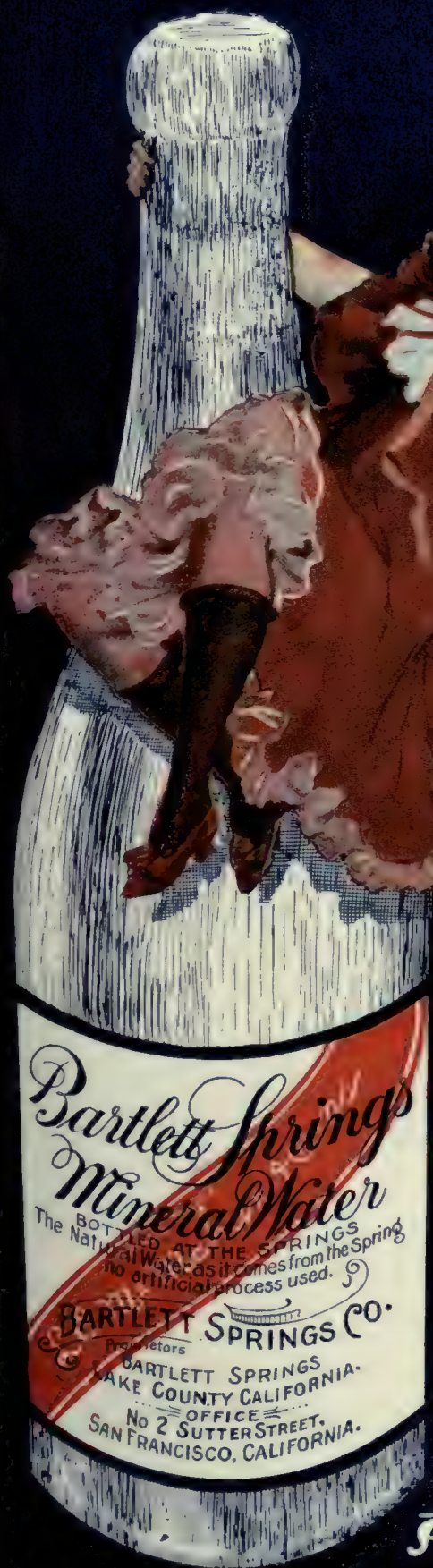
Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so viz. 80% finest selected rye & 20% best rye malt*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
**NATURAL
MINERAL WATER
BARTLETT**

The best
in the world

For the cure of
**CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES**

As a bar or table water
it has no equal.

A JUG

OF WHISKEY OR WINE

MAKES AN ATTRACTIVE PACKAGE;
REDUCES BREAKAGE TO A MINIMUM.

WE SELL JUGS

With or Without Labels

With or Without Porcelain Top Corks



This
"STANDARD"
is only one of many
different styles
we have to offer

CALL AND SEE
OUR SAMPLES

A Postal
To Us;
A Salesman
To You.

PRICE PER DOZEN:

Standard Jugs, 5 to the gallon	\$1.35
Standard Jugs, 5 to the gallon, with Porcelain Top Corks	1.50
Standard Jugs, 5 to the gallon, with Porcelain Top Corks and Labels,	1.65

ILLINOIS-PACIFIC GLASS CO.

10-12-14-16 MAIN STREET

LOS ANGELES

SAN FRANCISCO

PORTLAND

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



"FOR THE HOME AND CLUB"

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.

A JUG

OF WHISKEY OR WINE

MAKES AN ATTRACTIVE PACKAGE;
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ILLINOIS-PACIFIC GLASS CO.

10-12-14-16 MAIN STREET

LOS ANGELES

SAN FRANCISCO

PORTLAND

QUALITY SPEAKS FOR ITSELF



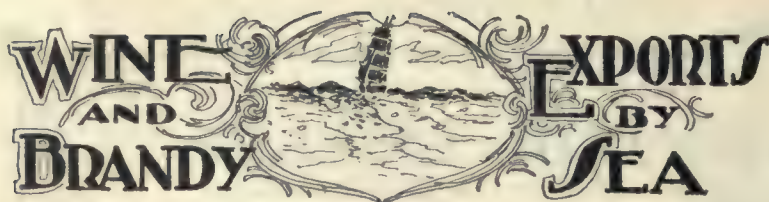
MARQUETTE WHISKY



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No. 400 BATTERY STREET SAN FRANCISCO, CAL.



From November 25, 1903, to December 25, 1903.

WINE.

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Cy of Sydney	N York via Panama	Sutter Home W & D'g Co.....	256	256
"	"	Lachman & Jacobi.....	2,554	2,554
"	"	C Schilling & Co.....	15,788	15,788
"	"	California Wine Association.....	33,750	33,750
Newport	"	"	14,410	14,410
"	"	Gundlach-Bundschu Co.....	8,750	8,750
"	"	C Schilling & Co.....	15,876	15,876
"	"	French-American Wine Co.....	4,550	4,550
"	"	Lachman & Jacobi.....	16,380	16,380
City of Para.	"	"	12,876	12,876
"	"	California Wine Association.....	9,750	9,750
"	"	Gundlach-Bundschu Co.....	5,000	5,000
San Jose.....	"	California Wine Association.....	35,250	35,250
"	"	C Schilling & Co.....	16,887	16,887
"	"	Lachman & Jacobi.....	17,883	17,883
"	"	French-American Wine Co.....	2,080	2,080
Arizonan	N York via Horn	Chas Stern & Son.....	8,750	8,750
"	"	Gundlach-Bundschu Co.....	87,500	87,500
"	"	Geo West & Son.....	98,450	98,450
"	"	California Wine Association.....	180,000	180,000
"	"	W R Wing.....	6	6
Total			6	596,720
Value				\$216,726

TO CENTRAL AMERICA.

City Sydney	La Libertad	L F Lastreto.....	181
"	"	C Schilling & Co.....	104
"	Champerico	"	60
"	Punta Arenas	"	530
"	La Union	"	452
"	"	Gundlach-Bundschu Co.....	300
"	"	Hellmann Bros & Co.....	4
"	San J de Guat	Italian-Swiss Colony.....	60
"	Corinto	California Wine Association.....	174
Newport	Panama	"	860
"	"	Italian-Swiss Colony.....	1,824
"	San Juan del Sur	French-American Wine Co.....	27
"	Tumaco	C Schilling & Co.....	305
"	San Jose de Guat	"	915
"	Acajutla	S Apac.....	12
"	"	L F Lastreto.....	123
City of Para	"	Gundlach-Bundschu Co.....	185
"	"	California Wine Association.....	500
"	Champerico	"	40
"	Punta Arenas	Italian-Swiss Colony.....	6
"	San J de Guat	C Schilling & Co.....	375
"	Amapala	Donandt & Co.....	2
"	"	Maldonado & Co.....	100
"	La Union	Mohns & Mohns (inc).....	100
"	"	L F Lastreto.....	248
Abydos	La Libertad	C Schilling & Co.....	600
"	Amapala	"	288
San Jose	Buenaventura	"	2,220
"	San J de Guat	California Wine Association.....	30
"	Corinto	"	1,210
"	Panama	Lachman & Jacobi.....	590
"	Champerico	Gundlach-Bundschu Co.....	590
Total			50
Value			\$5,943

TO CHINA.

Gaelic	Hong Kong	C Schilling & Co.....	260
Hongkg Maru	"	S Foster & Co.....	1
China	Shanghai	Getz Bros Co.....	258
"	"	California Wine & Brandy Co.....	15
Doric	"	California Wine Association.....	250
"	"	B Arnold & Co.....	509
Total			1,410
Value			\$637

C. H. HILBERT, PRESIDENT

C. M. REYNOLDS, MANAGER

Hilbert Mercantile Company

SUCCESSORS TO

HILBERT BROS. AND CHRISTY & WISE COMMISSION COMPANY

SOLE PACIFIC COAST AGENTS FOR

A. B. C. Beer

Hunter Baltimore Rye

Buchanan's Black and White Scotch

H. B. Rye and Bourbons

El Monte Whiskey

Ruinart Vin Brut Champagne

Union League Whiskies

American Club

213-215 Market Street

San Francisco, Cal.

TELEPHONE PRIVATE EXCHANGE 313

TO BRITISH COLUMBIA.

Queen	Victoria	S Brizzolara	400
"	Vancouver	Morton's Special Delivery Co	50
"	"	R Petri & Co	99
"	"	Gaffney Drayage Co	12
Umatilla	"	A Repsold & Co	4
"	Cumberland	Cogorno & Co	135
"	Victoria	D De Bernardi & Co	53
Senator	Vancouver	Napa & Sonoma Wine Co	157
"	"	Italian-Swiss Colony	50
"	"	Pacific Mail Steamship Co	27
"	Ladyemith	L Lerda	110
Queen	"	Farnsworth & Ruggles	250
"	Victoria	A Repsold & Co	150
"	Vancouver	Wetmore, Bowen Co	10
"	"	Theo Gier Co	494
"	"	J Gaddini	28
Cy of Pueblo	"	B Arnhold & Co	27
"	Nanaimo	Oliveto Wine Co	1
"	Victoria	A O Kains	2
"	"	Conradi & Goldberg	2
Umatilla	"	C M Mann Co	4
"	"	Italian-Swiss Colony	27
"	Vancouver	A Repsold & Co	6
"	"	California Wine Association	210
"	Nanaimo	Wm Hoelacher & Co	53
			27
Total			62 2,843
Value			\$1,078

TO HAWAIIAN ISLANDS.

Alameda	Honolulu	99	7,210
Kaulaui	"	40	15,774
Rithet	"		3,670
Defender	Kailua	1	
Enterprise	Hilo		3,584
	Hanakoa		890
Ventura	"	72	2,132
Aloha	Honolulu	32	
Alameda	"	53	3,122
Nevadan	"		372
"	Nahulu	10	
Total		307	36,734
Value			\$16,412

TO TAHITI.

Mariposa	Papeete	French-American Wine Co	261
"	"	California Wine Association	152
"	"	J Pinet & Co	926
"	Tahiti	Gundlach-Bundschu Co	100
"	"	Italian-Swiss Colony	9,145
Total			10,584
Value			\$3,095

TO PHILIPPINE ISLANDS.

Gaelic	Manila	E G Lyons & Co	15
"	"	Goldberg-Bowen Co	1
Hong. Maru	"	E G Lyons & Co	15
Total			31
Value			\$91

TO JAPAN.

Gaelic	Yokohama	Haas Bros	55
Hongkq Maru	"	S P Co	12
China	Hioho	California Wine Association	515
Doric	Yokohama		617
"	Hioho	Gundlach-Bundschu Co	500
Total			12 1,687
Value			\$705

MISCELLANEOUS.

Gaelic	Samarang	C Schilling & Co	496
"	Osaka	Spohn-Patrick Co	253
"	Seoul	Rosenblatt Co	289
Cy of Sydney	Ybor City, Fla	California Wine Association	3,250
Queen	Skagway	L Renard	40
"	Seattle	Sherwood & Sherwood	5
Scottish Loch	London	California Wine Association	8,000
"	"	C Schilling & Co	1,044
"	"	Italian-Swiss Colony	3,825
Queen	Toronto	Strunsky W & L Co	10
Ventura	Apia	Leo Metzger & Co	20
Diana	Panope	Italian-Swiss Colony	202
Abydos	Hamburg	Lachman & Jacobi	158
Doric	Singapore	C Schilling & Co	10 156
Total			15 17,743
Value			\$7,007

Compiled from the Custom House Reports

Imports of Champagne into the United States

From January 1st to November 1st

	1902 CASES	1903 CASES
MOËT & CHANDON "White Seal" and "Brut Imperial"	71,124	91,612
G. H. Mumm & Co.	101,714	90,904
Pommery & Greno	21,436	24,240
Ruinart, pere & fils,	13,351	19,005
Vve Clicquot	10,186	11,974
Louis Roederer	9,046	8,576
Piper Heidsieck	9,281	4,677

MOËT & CHANDON WHITE SEAL CHAMPAGNE

WILLIAM WOLFF & CO., Pacific Coast Agents

216 Mission Street, San Francisco, Cal.

TO MEXICO.

Newport	Manzanillo	Maldonado & Co	50
Nicar	Mazatlan	Italian-Swiss Colony	54
"	"	New Granucci Co.	1
"	"	W Loaiza & Co.	100
"	Tonala	"	360
"	San Benito	"	100
"	Salinas Cruz	"	100
"	"	E G Lyons & Co.	5
"	"	B Frapolli & Co.	250
"	San Benito	"	240
"	"	Geo A Moore	10
"	"	Italian-Swiss Colony	150
Curacao	La Paz	Thannhauser & Co	164
"	"	B Frapolli & Co.	108
"	"	Napa & Sonoma Wine Co	36
"	"	Maldonado & Co.	75
"	Topolobampo	"	240
"	Altata	"	230
"	Mazatlan	"	86
"	Guaymas	"	20
"	"	B Frapolli & Co	1,202
"	"	A Pinilli	125
"	"	W Loaiza & Co.	930
"	Altata	"	126
"	Mazatlan	"	632
"	"	California Winery	11
"	"	Gundlach-Bundschu Co.	102
"	Altata	Leo Metzger & Co.	47
City of Para.	Acapulco	Hammer & Co.	107
"	Mazatlan	California Wine Association	240
Abydos	"	W Loaiza & Co.	20
"	San Benito	"	10
"	"	B Frapolli & Co.	322
"	"	Italian-Swiss Colony	200
"	Port Angel	"	247
"	"	Mohns & Mohns	2
"	Salinas Cruz	Madera Vineyard & Wine Co.	3
"	"	Thannhauser & Co.	250
"	San Benito	"	100
San Jose	San Blas	B Frapolli & Co.	25
"	"	Maldonado & Co.	140
"	Manzanillo	"	103
"	"	California Wine Association	100
"	"	Lowenthal Bros.	20
Total			48
Value			\$4,067

TO SOUTH AMERICA.

Nicar	Bahia	California Wine Association	640
"	Salaverry	Mohns & Mohns (inc)	55
"	"	Italian-Swiss Colony	150
"	Guayaquil	Maldonado & Co.	435
"	"	C Schilling & Co	100
"	Manta	"	500
"	Callao	"	2
Abydos	Salaverry	Italian-Swiss Colony	49
"	Guayaquil	E G Lyons & Co.	10
Total			2
Value			\$1,939

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Gaelic	Yokohama	Crown Distilleries Co	4	475
"	Manila	"	1	350
"	"	Goldberg-Bowen Co.	100	100
"	"	E G Lyons & Co.	1	100
"	"	Haslett Warehouse Co	1	100
Cy of Sydney	La Libertad	"	20	18
"	Champerico	Crown Distilleries Co.	1	10
Queen	Unalaska	Weil Bros & Sons	1	10
"	Skaguay	L Renard	1	10
Nicar	San Benito	W Loaiza & Co.	10	63
"	Tehuantepec	Haslett Warehouse Co.	50	279
"	Salinas Cruz	Crown Distilleries Co.	33	4
Alameda	Honolulu	Haslett Warehouse Co.	4	108
Newport	Manzanillo	Maldonado & Co.	9	7
"	San J de Guat.	Crown Distilleries Co.	7	10
Hongkong M	Yokohama	Mattoon & Co.	4	10
"	"	Wing Tuck	75	25
Mariposa	Tahiti	McDonald & Cohn	4	3
Kauilaui	Honolulu	"	10	10
Annie Johns'n	"	"	10	10
Curacao	Santa Rosalia	Felix Santalier	10	10
"	Mazatlan	Maldonado & Co.	20	14
"	Guaymas	"	25	100
"	Topolobampo	"	5	10
"	"	Haslett Warehouse Co.	26	40
"	Mazatlan	"	50	190
"	Altata	"	220	594
"	Guaymas	"	25	26
"	"	Crown Distilleries Co.	20	20
"	"	Wm Wolf Co.	30	20
"	Mazatlan	"	20	20
"	Ensenada	"	20	20
Enterprise	Hilo	"	20	20
Queen	Victoria	Haslett Warehouse Co.	20	20
City of Para	Acapulco	Crown Distilleries Co.	20	20
"	"	Wm Wolf Co.	20	20
"	San Salvador	"	20	20
Ventura	Honolulu	"	20	20
China	Nagasaki	Crown Distilleries Co.	20	20
Abydos	Port Angel	Mohns & Mohns	20	20
"	Iquiqui	Haslett Warehouse Co.	20	20
"	Guayaquil	E G Lyons & Co.	20	20
San Jose	Corinto	Hiram Walker & Sons	20	20
"	Panama	Laehman & Jacobi	20	20
"	Manzanillo	Wm Wolf & Co.	20	20
"	"	Haslett Warehouse Co.	20	20
Doric	Fokio	"	20	20
"	Yokohama	Crown Distilleries Co.	20	20
Nevadan	Honolulu	"	20	20
Alameda	"	"	20	20
Total			1,478	8,414
Value				\$23,107

Imports of Beer by Rail.

Hilbert Mercantile Co. (A. B. C.) 520 casks.
 Braunschweiger & Co. (Val Blatz) 100 casks.
 Tillmann & Bendel (Anheuser-Busch) 700 casks.
 P. J. Weniger & Co. (Mayflower) 130 casks.
 T. W. Collins & Co. (Pabst) 350 bbls.; 200 hf. bbls.; 400
 qr. bbls., draught, and 475 casks bottled; 625 casks Best Tonic.

LASH'S BITTERS
 TONIC LAXATIVE

CHARLES BUNDSCHU, President

CARL GUNDLACH, Vice-President

HENRY GUNDLACH, Secretary



Gundlach-Bundschu Wine Company

Successors to J. GUNDLACH & CO.

Vineyard Proprietors and Shippers of

California Wines and Brandies,

PROPRIETORS RHINE FARM, SONOMA, CAL.

And BACCHUS WINE VAULTS, 438-442 Bryant St., S. F.

San Francisco Office,
 S. E. COR. MARKET & SECOND STS.

NEW YORK BRANCH,
 S. COR. WATTS & E. WASHINGTON STS.

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PKGS. & CONTENTS.
Gaelic	Hong Kong	Mattoon & Co.	1 cs champagne
"	"	"	1 " ale
"	"	"	1 " ginger ale
"	Manila	E G Lyons & Co.	20 " liquors
"	"	Goldberg-Bowen Co.	1 " liquors
"	"	Pacific Oriental Trading Co.	202 " min water
Cy of Sydney	Champerico	Castle Bros.	3 " ch'ries in m
"	Acajutla	S Apac.	3 " min water
Queen	Unga	Weil Bros & Sons	1 " liquors
Nicarua	Salinas Cruz	O A Hooper & Co	33 " min water
"	"	E G Lyons Co.	11 " ch'ries in m
"	"	"	1 1/2 bbl gin
"	"	"	2 1/2 bbls cognac
"	"	"	2 kgs vermouth
"	"	"	3 cs bitters
"	"	"	2 " curacao
Alameda	Honolulu	"	177 " min water
"	"	"	2 " cordials
"	"	"	5 " grape juice
"	"	"	2 " cider
"	"	"	1 " champagne
"	"	"	33 " liquors
"	"	"	3 bbls "
"	"	"	1 cs alcohol
"	"	"	2 bbls spirits
"	"	"	8 cs bitters
"	"	"	15 " gin
"	"	"	10 " absinthe
"	"	"	10 " benedictine
"	"	"	15 " vermouth
"	"	"	50 " cognac
"	"	"	56 " ale & stout
Newport	Liverpool	Farnsworth & Ruggles	8 " grape juice
"	San J de Guat	Schwartz Bros	3 " min water
Hongkg Maru	Manila	E G Lyons & Co.	40 " creme de m
"	Yokohama	Mattoon & Co.	3 csks ginger ale
"	"	"	8 cs champagne
"	"	"	3 bbls malt ext
Mariposa	Papeete	J R Watson	1 bbl ginger ale
"	"	J K Armsby	2 "
"	"	Smith's Cash Store	14 cs grape juice
Senator	Douglas Island	W P Fuller & Co	2 " w'd alcohol
"	"	The Rothenberg Co.	1/2 bbl ansette
Kanilaui	Honolulu	"	5 " alcohol
Curacao	Santa Rosalia	E G Lyons Co.	40 cs min water
"	"	"	2 " ch'ries in m
"	"	"	3 " liquors
"	"	"	2 " "
"	"	"	2 " min water
"	"	"	3 " "
"	"	"	10 " ginger ale
"	"	"	5 " min water
"	"	"	5 " ginger ale
"	"	"	5 " champagne
"	"	"	10 " liquors
"	"	"	3 " min water
"	"	"	5 " "
"	"	"	2 " champagne
"	"	"	1 " ch'ries in br
"	"	"	13 " min water
"	"	"	1 " "
"	"	"	30 bbls ginger ale
"	"	"	5 " "
"	"	"	10 cs min water
"	"	"	2 " "
"	"	"	2 " "
"	"	"	4 " champagne
"	"	"	3 " cider
"	"	"	2 bbls ginger ale
Enterprise	Hakalan	"	1 cs min water
City of Para	Champerico	Crown Distilleries Co.	2 " alcohol
"	Mazatlan	Canalizo, Trillanes & Co.	1 " min water
Ventura	Honolulu	"	10 " vermouth
"	"	"	3 " cider
"	"	"	17 " gin
"	"	"	6 " ch'ries in m
"	"	"	11 " min water
"	"	"	5 " cordials
"	"	"	2 " or'ng bitter
"	"	"	1 " Amer picon
"	"	"	1 " absinthe
China	Manila	Pacific Oriental Trading Co.	100 " min water
"	"	S P Co.	25 " bitters
Ventura	Pago Pago	L T Snow	1 bbl cider
"	"	John Wightman Jr.	5 " "
"	"	Thannhauser & Co.	1 cs bitters
"	"	Mohns & Mohns	1 bbl ginger ale
"	"	Wm Wolff & Co.	20 cs gin
"	"	Fleischmann & Co.	5 " b'kb' wine
San Jose	Mazatlan	"	125 " min water
Aloha	Honolulu	"	10 " champagne
"	"	"	5 " b'kb' brandy
"	"	"	2 bbls ginger ale
"	"	"	2 cs grape juice
"	"	"	4 " spark wine
"	"	"	1 1/2 bbl b'kb' wine
"	"	"	2 cs champagne
"	"	"	6 " ch'ries in m
"	"	"	1 " grape juice
"	"	"	1 bbl cider
"	"	"	1 " malt ext
"	"	"	1/2 " alcohol
"	"	"	10 cs liquors
"	"	"	11 " min water
Total			1,840 packages
Value			\$9,379

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTL'D	PACK'GS BULK
Gaelic	Manila	A T & Santa Fe Co.	1,500	
City Sydney	Amapala	S F Breweries Ltd.	6	
Queen	Unga	Weil Bros & Sons	16	
Alameda	Honolulu	"	100	
Newport	Manzanillo	Sherwood & Sherwood	10	
Mariposa	Papeete	John Rapp & Son	11	
"	"	S F Breweries Ltd.	1	
"	"	Swayne, Hoyt & Co.	10	
"	"	Tabiti Com & Sugar Co.	12	
"	"	O'Callaghan-Nelson Co.	16	
AnnieJohns'n	Honolulu	"	125	
Enterprise	Hilo	"	60	55
Ventura	Honolulu	"	225	
China	Shanghai	A T & Santa Fe Co.	120	
"	"	S P Co.	125	
San Jose	Panama	S F Breweries Ltd	2	
"	Champerico	Urioste & Co.	5	
Vega	San Blas	S F Breweries Ltd.	1	
Doric	Hong Kong	A T & Santa Fe Co.	125	
Alameda	Honolulu	"	30	
Nevadan	"	"	375	
Total			2,873	55
Value				\$20,107

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Cy of Sydney	New York	C Schilling & Co.		52
Nicarua	Salinas Cruz	Crown Distilleries Co.		20
"	"	E G Lyons & Co.	201	
Curacao	Guaymas	"	2	
"	Mazatlan	California Winery	1	
Ventura	Honolulu	"	5	
Abydos	London	T H Frolich		15,113
San Jose	New York	C Schilling & Co.		25
Aloha	Honolulu	"	10	
Total			219	15,210
Value				\$7,402



IMPORTS OF WINES AND LIQUORS BY SEA.

DECEMBER, 1903.

FROM LONDON—Per "Babin Chevaye."

200 cases beer	William Wolff & Co
150 " "	Crown Distilleries Co
35 " "	Hellmann Bros Co
105 " "	Order
10 " orange bitters	Crown Distilleries Co
65 " benedictine	Pascal Dubedat Co
50 " liqueurs	A Vignier Co
6 casks rum	"
40 cases gin	Crown Distilleries Co
10 " rum	"
500 " gin	Jas de Fremery Co
1 cask wine	Abrens, Pein & Bullwinkel
6 1-8 casks wine	"
17 cases wine	A Vignier Co
40 " "	Crown Distilleries Co
2 octaves wine	Weil Bros & Sons

FROM ROTTERDAM—Per "Babin Chevaye."

26 cases liqueurs	L Taussig & Co
100 " benedictine	Jas de Fremery Co
300 " gin	"
100 " "	Goldberg-Bowen Co

FROM HULL—Per "Babin Chevaye."

50 cases bitters	Chas Meinecke Co
250 " gin	"
50 " whisky	"

FROM BORDEAU—Per "Babin Chevaye."

50 cases brandy	Kuhls, Schwarke & Co
125 " "	Pascal Dubedat Co
57 " liqueurs	"
100 " bitters	"
10 bbls wine	"
300 cases absinthe	Jas de Fremery Co
141 " wine	"
2 casks "	"
53 cases liqueurs	A Vignier Co
110 " wine	"
12 bbls "	"
4 1/2 bbls "	"
15 octvs "	"
103 cases liqueurs	Goldberg-Bowen Co
91 " wine	"

Imports continued on page 26.

Imports of Wines and Liquors Continued.

FROM LIVERPOOL—Per "Monkbarns"

10 octvs whisky	William Wolff & Co
25 " "	Hellmann Bros Co
2 " "	Sherwood & Sherwood
25 cases	W H Campbell
100 " "	Tillmann & Bendel
810 " "	Sherwood & Sherwood
100 " "	Shea-Bocqueraz Co
10 " "	Goldberg-Bowen Co
30 " "	Wichman, Lutgen & Co
200 " "	P J Weniger & Co
60 " "	W O Peacock & Co
15 " "	Order
5 bbls	Crown Distilleries Co
1 hhd	Pacific Union Club
1 " "	McDonald & Cohn
2 quarters	"
25 " wine	Order
1 cask	Arlington Club
50 cases liqueurs	J D Spreckels Bros Co
2 " raspberry cordial	Sherwood & Sherwood
2 " ginger brandy	"
10 " apricot	"
54 " liqueurs	Goldberg-Bowen Co
75 " "	William Wolff & Co
15 octvs rum	Hellmann Bros Co
15 cases	Sherwood & Sherwood
40 " brandy	"
3 octvs	Hierschmann & Co
285 cases gin	Sherwood & Sherwood
283 " beer	"
10 hhd	"
10 " "	"
25 cases ale	"
5 hhd	"
611 cases stout	"
182 bbls ginger ale	"
145 " "	Goldberg-Bowen Co
15 " soda water	Sherwood & Sherwood
6 " sarsaparilla	"
7 cases mineral water	Order

FROM MARSEILLES—Per "Babin Chevaye."

200 cases	Amer picon	Jas de Fremery Co
130 " "	mineral water	Tillmann & Bendel
25 " "	"	Hellmann Bros Co
100 " "	vermouth	L Taussig & Co
100 " "	"	Wichman Lutgen Co
100 " "	"	Simon Levy & Co
50 " "	"	Kuhls, Schwarke & Co
50 " "	"	Ahrens, Pein & Bullwinkel
900 " "	"	Jas de Fremery Co
500 " "	"	Wm Wolff & Co
400 " "	"	Pascal Dubedat Co
500 " "	"	A Vignier Co
100 " "	"	Goldberg-Bowen Co
200 " "	"	German Mutual Bank
100 " "	"	Order
10 " "	wine	"
50 " "	gin	"

FROM GLASGOW—Per "Procyon."

525 cases	whisky	Forbes Bros
150 " "	"	William Wolff & Co
403 " "	"	Sherwood & Sherwood
2 cases	"	"
25 octvs	"	C D Bunker & Co
112 cases	"	Order

FROM ANTWERP—Per "Wayfarer."

50 cases	mineral water	William Wolff & Co
413 " "	apollinaris water	United Agency
200 " "	wine	H J Woollacott

Wine and Brandy Receipts.

Receipts of wine by rail from interior cellars for the month of December, 1903, were 1,590,300 gallons; brandy for the same period, 102,100 gallons.



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GENERAL AGENTS
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CLEAR AS CRYSTAL

MOST CONVENIENT BAR PACKAGE

BRANDY PRODUCTION

FIRST DISTRICT—Month of November, 1903.

	Tax Gals.
Produced and bonded	223,871.2
Received from distillery, Fourth District, California	13,131.4
Received from special bonded warehouse, Fourth District, California	
Transferred from distillery to special bonded warehouse, Eastern districts	66,876.5
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts	13,918.2
Exported	99.8
Tax-paid	51,602.6
Remaining in bond November 30th, 1903	1,139,853.7

FOURTH DISTRICT—Month of October, 1903.

	Tax Gals.
Produced and bonded in this district	2,979.9
Transferred from distillery to special bonded warehouse, First District, California	2,258.5
Transferred from distillery to special bonded warehouse, Eastern District	
Transferred from special bonded warehouse to special bonded warehouse, First District, California	
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	3,741.6
Exported	
Tax-paid	7,528.7
Remaining in bond, October 31st, 1903	319,527.0

FOURTH DISTRICT—Month of November, 1903.

	Tax Gals.
Produced and bonded in this district	26,531.7
Transferred from distillery to special bonded warehouse, First District, California	36,916.9
Transferred from distillery to special bonded warehouse, Eastern District	3,352.9
Transferred from special bonded warehouse to special bonded warehouse, First District, California	
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	12,215.5
Exported	
Tax-paid	6,447.5
Remaining in bond, November 30th, 1903	311,753.2

SWEET WINE PRODUCTION

FIRST DISTRICT—Month of November, 1903.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	2,619	424,652.3
Brandy withdrawn from special bonded warehouse for fortification	493	44,066.7
Brandy actually used for fortification	2,445	413,745.0
Port produced		602,857.01
Sherry produced		785,828.43
Angelica produced		227,573.53
Muscat produced		167,383.94
Tokay		
Malaga		47,825.29
Total sweet wine produced in November, 1903		1,831,468.20

FOURTH DISTRICT—Month of October, 1903.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	2,625	390,156.3
Brandy withdrawn from special bonded warehouse for fortification	52	4,306.6
Brandy actually used for fortification	2,637	390,974.6
Port produced		956,073.43
Sherry produced		368,011.38
Angelica produced		151,164.34
Muscat produced		42,513.83
Tokay		
Madera		
Total sweet wine produced in October, 1903		1,517,762.98

FOURTH DISTRICT—Month of November, 1903

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	900	148,405.9
Brandy withdrawn from special bonded warehouse for fortification	94	3,844.0
Brandy actually used for fortification	1,034	155,738.2
Port produced		277,658.01
Sherry produced		305,728.24
Angelica produced		28,112.89
Muscat produced		35,244.60
Tokay		
Total sweet wine produced in November, 1903		646,743.74

Milwaukee Correspondence

MILWAUKEE, Wis., Dec. 16.—This is the season of the year when importers and wholesalers of wines and whiskies are beginning to look around for some new brands. While it is generally supposed that the residents of this city are inclined to pass up the more highly flavored drinkables for ordinary beer, such is not the case. People who do not live here can only think of the world-famed breweries, and overlook the fact that there are at least half a hundred concerns, importers, jobbers and wholesale merchants who deal exclusively in wines and whiskies.

Milwaukee, a city of over 300,000 population, is cosmopolitan. Tastes vary. We have citizens here who drink nothing but California wines. Others have been brought up on imported wines. Others think there is no wine like that made in Germany, or France, and there are some who will have nothing but that which comes from Sunny Italy. And, coming closer to home, there are several concerns in Milwaukee which pack quantities of high class goods, made right here in the beer city.

Your correspondent made the rounds of the importing and jobbing houses to get a line on how the California goods were liked, and what the prospects were for the future trade. Said one well known importer: "The trouble is the trade here has not the opportunity to know as much of California goods as it does of the wines made in the East, and even those made abroad. It is true that large quantities of California stock are handled, but it is not pushed. If those Westerners want to cut in deeper in the scramble for trade, it behooves them to get after it. California makes as fine goods as are made any place on the globe, but if they are not put out in a way to make the trade see the merit, you can't blame the people."

While this is an expression from one man, still it is the consensus of opinion among the trade. Milwaukee depends a great deal on Chicago, as that city is less than one hundred miles from here, and wine and whiskey men from all over the world call in Chicago, and sell great quantities of stock. The wholesalers there, undoubtedly get a low price for the quantities they buy, but when it is repacked and reshipped, the additional cost is added to the original price, and, with the profit, makes Milwaukee pay rather a high price for what she drinks. This, however, is not the rule, but there are many cases where it is true. If a bunch of live California salesmen would hit this place more regularly, and give Milwaukee the rates, through from the coast via St. Paul-Minneapolis, instead of sending it around by way of Chicago, goods could be laid down here at much less cost than they can be had by taking what California stock Chicago offers. In this way the Coast wineries can do a much greater business in Milwaukee and Wisconsin, and not only benefit themselves, but jobbers here could perhaps have a better margin for handling the goods, and would consequently prefer to push them.

The whiskey situation has livened up a bit since real winter weather has set in, and saloons and drug stores are putting out considerable fancy stock in bottles and small jugs. At the big retail store of John Callahan & Co., Grand avenue, where there is always a heavy package trade done in whiskey, there is a heavier call than ever for holiday goods, put up in neat bottles and the ever acceptable "brown jug." This stock comes already packed from Cin-

cinnati and Louisville houses, and some from Chicago and Peoria. One neat jug, which costs probably more than the rye that it contains, is of Rookwood or Lewelser pottery, handsomely polished, and on the front of the jug, in neat white or red letters, says:

HAVE ONE ON ME.

This package contains something less than a quart, and after it is empty, can be refilled as many times as "needed."

Jacob Best, head of Jacob Best & Co., wine manufacturers, and who figured in the libel suit following the christening of Emperor William's yacht Meteor, in New York two years ago, has been doing a fine business the past year. He has a big plant on East Water street, and it has been running steadily the whole year. Mr. Best has always lived in Milwaukee, and his acquaintance is so wide, that he could make a fair living if he did not attempt to dispose of his stock outside of the city. Mr. Best is an extensive advertiser, and declares good advertising pays better than traveling men, as a rule, although he employs many of the latter.

At the big hotels and cafes here, the wine lists include a long list of California wines, champagnes and brandies. Inquiry made at the Pfister, Plankinton and Davidson cafes brought the information that California stock was as much called for and gave as good satisfaction, as the best French stock.

At the Deutcher and Milwaukee Clubs, where the wine and other lists are features of the tables, this state of affairs exists. At the former club, which is composed principally of Germans, there are two calls for beer to one for all other drinks put together. German Rhine wine has the lead in wines, and much of the "German Rhine Wine" is "made in Milwaukee." At the swell Milwaukee Club, the home of the city's millionaires—and others not so rich but equally prominent socially, there is more whiskey consumed than any other drink. The well known brands of rye, have a long lead, and fancy drinks made with whiskey as the foundation, come second in demand. Of course there are dinner parties there almost every night, and at these, where the fair sex get a chance to say what they want, there is a heavy drain on the liquor depot for fine wines and champagnes. This is where the sweet wine comes in or "goes in," as you please. Women are great for sweet things, and it is all the same whether it is in the eating or the drinking lines. Good, light stock, the more sparkling the better, catches the eye of the ladies, and it is necessary for the steward to have as great a variety on hand all the time, as he would be compelled to carry, were he a wholesaler.

Captain Frederick Pabst, of Milwaukee, head of the great Pabst Brewing Co., who spent all of last winter in balmy California in an effort to get back his robust health, is again giving his family and friends some uneasiness. He has not been out of the house for several weeks, and the Milwaukee and Chicago specialists have been unable to do much for him. Dr. William Osler, professor of medicine at John Hopkins University, Baltimore, Md., has been here for a week to consult with local physicians, and the eminent Easterner says there are no alarming conditions, and that the captain will pull through all right.

Captain Pabst, is one of the best known and wealthiest brewers in the world. His great plant here was recently bid for by British capitalists, who are said to have offered \$16,000,000 in cash for it, and which offer was promptly refused.

SIMON LEVY & CO.

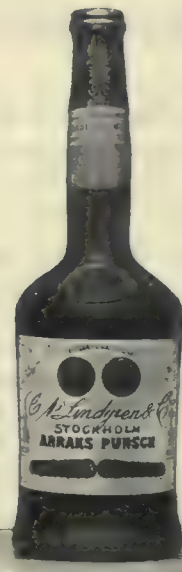
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Orange
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San Francisco, Cal.

ALONG THE LINE

Liquor Dealers Do Much for Charity.

THE California Liquor Dealers' Association gave a charity entertainment at the Grand Opera House on December 17th. The bill was "The Bonnie Brier Bush," with J. H. Stoddard and Reuben Fox, in the leading roles. The house was a splendid one, the performance highly delightful and the results, both financial and artistic, eminently satisfactory to the Association. A large amount was netted which was judiciously distributed among the institutions of the city that care for the crippled and homeless children.

This laudable movement was in lieu of the customary "Christmas Bottle," and was largely due to suggestions made by the REVIEW for two years past. The liquor dealers could not have made a better move toward offsetting the prejudice against their business, and the good work should be followed up next year. The committee having charge of the affair is entitled to much praise for its work. It comprised the following well known and representative members of the trade: A. G. Hagedorn, chairman; William Clack, secretary; D. B. Faktor, treasurer; E. L. Wag-

ner, P. J. Weniger, T. Lundstedt, R. H. Stafford, Thomas H. Lindsay and Jesse E. Marks.

Charles Newman of the New Russ House has given that famous old hostlery a great shaking up for the better. The hotel has been thoroughly renovated, refurnished, given new plumbing and modern baths. The cuisine has been improved until it is first class in every respect. The latest improvement is the transferring of the office to the ground floor. This is the event of the month and Mr. Newman now has very fine quarters in the roomy lobby and everything up to date. He reports business never so brisk and looks for a highly prosperous year.

Telephone Bush 834

J. R. LAFONTAINE

Job Printing of Every Description

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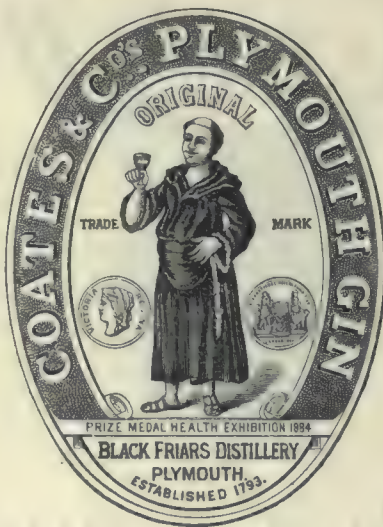
Plymouth Gin



COATES & CO.

Plymouth
England

*Sold in Cases Only,
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Dawson's Scotch



PETER DAWSON

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UNADULTERATED
Thoroughly Matured

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SAN FRANCISCO

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody**Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH**The YELLOWSTONE SALOON**

MERCHANTS' LUNCH

22 MONTGOMERY STREET

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**Sportsmen's
Ideal Resort***Black Bass Fishing
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GUS MASSEY

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OPEN ALL NIGHT

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201 Powell Street, S. F.

MASSEY'S SPECIAL RYE AND BOURBON

*Safe Deposit Boxes for Accommodation of Patrons.***T. M. FERGUSON****719 MARKET STREET**
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... WHOLESALE and RETAIL ...

HEADQUARTERS FOR **OLD CROW WHISKEY** IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

WINES, BRANDIES AND WHISKIES

Branch, 141 Montgomery Street

Telephone MAIN 1891

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*Drink*
VERONICA**WATER**The Best Remedy on Earth for Rheumatism and
Constipation, Stomach, Liver and Kidney Troubles

For Sale Everywhere

All Liquor Dealers Sell it by the Glass

Headquarters, 406 Turk Street, San Francisco

W. E. PATE, Manager

Along The Line

The Bar Glass and Its Freaks.

CRACK! went a glass standing on the back bar. There was no one within three feet of it. The newspaper man naturally inquired the occasion of the impromptu collapse of the fixture, and this led to a short, but interesting dissertation by the gentleman behind the mahogany, on the life and elimination of the average bar glass.

"That," said the mixologist, who was none other than "Dick" Perry, in charge of the bar of the E. A. Kolb Co., Inc., at 419 Montgomery street, "is nothing out of the ordinary; it was the natural death of a bar glass. It was simply worn out. After escaping all the dangers that beset one of its delicate constitution, at the hands of the barkeeper, it found its end like the old soldier that fights many battles, but finally dies of old age.

"During my fifteen years behind the bar I have witnessed many peculiar freaks of the bar glass. For instance, I have on several occasions, placed a glass on the

bar to serve a customer. It appeared to be perfectly sound, but the instant liquor was poured into it, it would split on the side, or the top would drop off as clean as if cut with a diamond. Probably the strangest demise of a glass is when a piece drops out of the side when no one is touching it. The queer look of surprise that comes over the face of the customer, is something worth looking at. Sometimes he thinks he is the victim of a practical joke, and if it happens to be the first drink in the morning, after a hard night, the "joke" is not appreciated.

"The cracking and collapse of glasses on the drain board and the back bar are of frequent occurrence, but to me this is not mystifying. When you think of the many sudden changes of heat and cold, the washings and wipings to which the glass is subjected every day, it is not to be wondered at when it finally gives up the ghost. Odd as the statement may seem, I can tell by carefully examining a glass, when it has about reached its end. By holding it to the light, one can see fine lines running in all directions. These are the harbingers of the approach of the death of the glass. These lines remind me always of the wrinkles in an old man's face. So you see, even the glass has its last call, and the considerate barkeeper ought to deal more gently with these little co-workers that perform their duty faithfully to the last moment."

The E. G. Lyons & Raas Co.

549-551
Mission Street

San Francisco,
Cal.

(ESTABLISHED 1852)

DISTILLERS
OF . . .

HIGH GRADE CORDIALS

ESTABLISHED 1852

ESTABLISHED 1852



PURE FRUIT BRANDIES PURE FRUIT SYRUPS

Pine Apple in Maraschino

Cherries in Maraschino

OUR SPECIALTIES



PURE FRUIT BRANDIES

Raspberry
Strawberry
Pine Apple
Apple
Peach, Pear
Apricot
Cherry
Blackberry

PURE FRUIT CORDIALS

Raspberry
Strawberry
Apricot
Peach
Pear
Blackberry
Cherry
Pine Apple

CREMES

Vanilla
Rose
Violet
Moka
Cocoa
MENTHE
Noyaux

PURE FRUIT SYRUPS

Raspberry
Strawberry
Pine Apple
Orange
Lemon
GRENADINE
Orgeat
Blackberry

CURACAO

Orange Bitters
Maraschino
Pousse Cafe
Anisette
Cassis
Kirsch
Bernardine

Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

All the Leading
Brands of Case
Goods X X
Ten cents straight

MITCHELL'S

Wholesale and Retail Dealer
in the Finest Brands of . . .

Wines and Liquors

1 Taylor Street and
2 Golden Gate Avenue
SAN FRANCISCO, CAL

JOHN L. HERGET



ON THE DOWN-TOWN LINE.

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MR. LACHLAN
11 TRINITY ST. PHONE MAIN 904



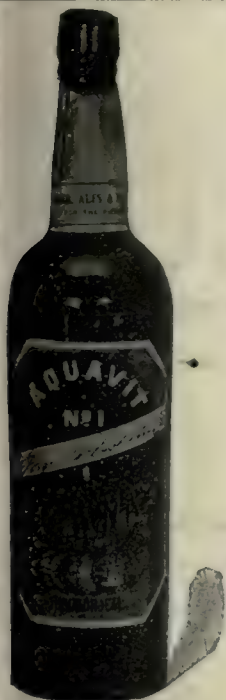
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WINES AND LIQUORS.

624
MONTGOMERY
ST.

SAN FRANCISCO, CAL.

DROP-IN RESORT—For Architects, Builders and Business Men Generally



**AGENTS
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Goods:



Aquavit—Jorgen B. Lysholm, Throndhjem, Norway, Mfr.
Swedish Punch—Axel Bagge & Co., Göteborg, Sweden, Mfrs.
Swedish Rent Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.



NABER, ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

ALONG THE LINE

The San Francisco branch of the California Liquor-Dealers' Association is not only doing good work in the interest of the trade, but is making a very steady growth. At the meeting on December 3d, 125 new members were initiated.

The many friends of A. Schirmer will regret to know of his long continued illness. He has been suffering with inflammatory rheumatism of a very serious nature, and it will probably be some time before he will be in a condition to give much attention to his business.

Mine Host Cesadebat, proprietor of the celebrated "Champoreau," 530 Merchant street, has made extensive improvements in his unique place. The front has been repainted, the interior painted and grained and the place generally refurnished, so that it is now bright and inviting. Business with the Champoreau is good and the year's trade has been excellent.

One of the most original and striking cafe entrances in San Francisco is that of the New Russ House Cafe, conducted by the Charles Newman Co. The design is an arch, with a goddess on both sides holding electroliers representing bunches of grapes, while in the center of the key stone young Bacchus is perched. The finish is a deep bronze effect and the general appearance is very attractive. Elsewhere will be found an excellent interior view of the celebrated cafe.

Elsewhere in this issue will be found the advertisement of Dr. Abernethy's Green Ginger Brandy. This preparation is a necessary adjunct of every well-appointed bathroom being a sovereign cure for cramps, colic and other acute affections of the bowels. The best analytical authorities pronounce it an absolute cure, and wholesome. John Muir, 124 Market street, San Francisco, is the general agent.

There has been a radical change in the business of Samuel Bros. & Co., 521 Market street, this city. It has been found advisable to separate the wine and liquor branch of the business from the wine and brandy section. As a result the sign over the door of the Market-street establishment reads Herrscher-Samuel Co. It is understood that Mr. Herrscher will assume the active management of the liquor branch of the house.

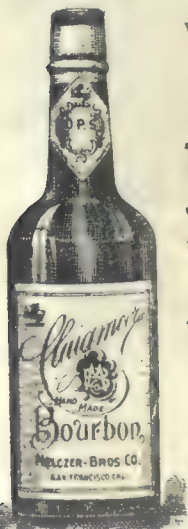


SHEA-BOCQUERAZ COMPANY

*Kentucky's Finest Production, in case or bulk.
Pure Fire Copper Old Bourbon Whiskey.*

TEA CUP

525 Market Street, SAN FRANCISCO.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

J. J. HANLEY, Secretary.

Proprietors Cluignon Whiskies

Telephone Main 1807

MELCZER BROS. CO.

Importers and
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Wine and Liquor Merchants

Branch, Melczer Building
Phoenix, Arizona

404 Front St., San Francisco

Controllers Cluignon Whiskies

Distributors Jas. E. Pepper and Henry Clay Rye



WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

BOB KERN'S

(FORMER PROPRIETOR OF THE WELLINGTON, LOS ANGELES)

Bouquet Bar and Grill

*Swelllest Midday Lunch
in the City*

Phone MAIN 1316

OPPOSITE PALACE HOTEL
634 MARKET STREET

Louis Fontanel's Cafe

Wines and Liquors

318 Montgomery Street
SAN FRANCISCO

TELEPHONE BUSH 32

Merchants' Lunch from 11 a.m. to 2 p.m.

TEL. RED 3901

CHARLES KAUFMANN
LAWRENCE CAMPBELL

The EAGLE

N. E. Corner

MASON AND O'FARRELL STS.
San Francisco

Cafe Entrance, 302 Mason Street

Fine Wines and Liquors

The Alcazar Cafe

GUS BELLMER

114 O'FARRELL ST.

SAN FRANCISCO

PHONE JAMES 37

JAMES P. DUNNE & CO.

FINEST WINES AND LIQUORS
a Specialty

Ellis and Stockton Streets
Market and Eddy Streets
San Francisco, Cal.

AGENTS
PURE VINA
RAPE BRANDY
From
Leland Stanford's
Vina Vineyard
(Bottled at the Distillery)



JOHN D. SIEBE
FR. C. SIEBE
J. F. PLAGEMANN

SIEBE BROS. & PLAGEMANN

Wine and Liquor Merchants

322-332 Sansome Street

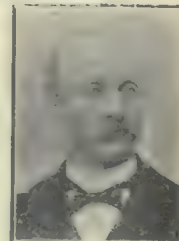
S. E. Cor. Sacramento St.

San Francisco, Cal.



GEORGE KROH

HAYDEN'S Old Grand Dad Whiskey



PETE TORMEY

93 Third Street, San Francisco

*Hot and Cold, Lunch Free
Day or Night*

Phone Red 3312

*All Kinds of Sandwiches
Straight Goods Only*

OPEN ALL NIGHT

Changes on the Line.

BETWEEN now and the early Spring there will be several important changes on the Montgomery street line. Between California and Market street three noted saloons will be forced from their location, to make way for sky scrapers and other improvements. This will leave in this busy thoroughfare only four saloons aside from the cafes connected with the hotels. Of course this means additional business to those who are so fortunate as not to be disturbed. On Market street above the Call building, the notorious Midway Plaisance will probably be a thing of the past on January 1st. Nobody will regret this except the promoters of the place. Two other bars further up the line on the same block will also go out of business, on account of increased rents.

The Lacey bar and cafe management, at 624 Market street, after due consideration, arrived at the conclusion that it was a good proposition to serve a first-class merchants' lunch at mid-day. On the 21st inst. they gave their first spread, and it met with immediate success; in fact many were turned away the first day. The lounging rooms with their excellent light and juxtaposition to the bar and kitchen, make the place an ideal one for the service of such a lunch. The tables are equipped with fine silverware and napery and service by colored waiters and the menu are A No. 1. The meal with a drink is served at 25 cents, and the hours are from 11 to 2:30. The innovation is undoubtedly a wise movement from a business standpoint.

Tuttich & Warren who opened the saloon at the northeast corner of Battery and California streets, something over a year ago, have disposed of their business to Mogren & Fristad of Dawson. We understand the consideration was a large one. The place will be known as the "Ideal Bar." Tuttich & Warren were very successful in their venture, and it is understood it is their intention to re-embark in the same line of business, in another section of the city.

Preston Hampton has bought the saloon at the corner of Fourth and Townsend streets, formerly owned by John Daughney. It is said on the line that Mr. Daughney is to have the appointment of Fire Commissioner.

"Fey's Inn" is five feet under ground, under the Stock Exchange Building. It's a good thing, dig it up.


John Fey has remodeled and equipped his place, so that it is now bright and attractive. Mr. Fey has introduced a number of novelties which are quite attractive. He is one of the men of the trade who is possessed of original ideas, which are very valuable. He knows how to get business into a place and how to hold it. He makes a specialty of old Kirk Whiskey, but carries everything on the market that is worth having behind the bar. He also spreads a very appetizing lunch. Fey is one of the well known men of the retail trade, having formerly been proprietor of Schmitt's Villa. He is also popular and enterprising and deserves success. Give him a call.

SAN FRANCISCO'S PALATIAL CAFES



CHAS. NEWMAN'S NEW RUSS HOUSE CAFE

WHERE TO GET GOOD THINGS TO DRINK AND EAT.



McDONOUGH BROTHERS


Straight Goods . . .
Our Specialty . . .

Most
Historical
Saloon in
San Francisco

Telephone
Front 66

N. E. Cor. Clay and
Kearny Sts., S. F.
Near Hall of Justice

Old California
Exchange



Phone Clay 476

"Old Kirk" Rye and Bourbon
— A Specialty —

FEY'S INN

JOHN J. S. FEY, Prop.

Formerly Proprietor
SCHMITT'S VILLA

UNDER STOCK EXCHANGE
Laura Place, Pine Street

TELEPHONE BLACK 5533

John A. Dierssen's

SALOON

400 Sacramento St. and 301 Battery St.

CHARLES SLITER, Formerly of Portland, Or.

A. C. DIBBLE

The World's
Finest Liquors



The Lacey



Opposite
Palace Hotel

SAN FRANCISCO'S MOST MAGNIFICENT SALOON

PHONE BUSH 739

In
the
Wood

624 MARKET STREET

PHONE BUSH 40

JOHN J. KREISS

FORMERLY WITH JAMES GIBB

STRAIGHT BELMONT BOURBON AND ASTOR RYE

616 MONTGOMERY ST.
COR. MERCHANT

SAN FRANCISCO, CAL.

Most Handsomely
Decorated Saloon
in San Francisco



AN IDEAL
RESORT FOR
GENTLEMEN

Manhattan Hotel

Cafe

Straight Whiskies a
Specialty

All the Leading Brands
of Case Goods

Market, Fell and Polk Sts., San Francisco

Phone South 913

FREDERICK L. SKAGGS, Proprietor

ALONG THE LINE

Satisfactory to the Trade.

IT is generally understood that Mayor Schmitz will appoint Police Commissioner Reagan to succeed himself. Mr. Reagan was appointed to fill the unexpired time of President Newhall, Police Commissioner. So far as we can learn, this will be quite satisfactory to the trade generally. Unlike other members, it can be said of Mr. Reagan that he has proved himself to be entirely unbiased, and always disposed to deal fairly with the retailer who comes before him for right and justice. The trade most certainly needs a man like this to hold such an important position, and we trust that when the time comes, his Honor, the Mayor, will carefully select men who are not so ill-disposed to give to the saloon men decent treatment, as two of the present board.

Among the most popular retail places on the south side is that of Kroh & Tormey, at 93 Third street. These successful caterers make a specialty of Hayden's Old Grand Dad Whiskey and sell straight goods only. Hot and cold lunch served night and day and all kinds of sandwiches are furnished to order.

The Wise Ones and the Good Bank Note.

WHEN Phil De Martini opened the El Dorado, at Sacramento and Montgomery streets, the first piece of the "root of all evil" to come over the mahogany, was a ten-dollar bill. It was immediately framed and placed on the cash register to do duty as a mascot. It was good "long green," but it has posed largely as a piece of the "queer," by reason of the joking proclivities of the men behind the bar. An inquisitive customer recently asked for information about the bill. He was told that it was one of the best efforts of the famous forger, Becker, who finished a long term in San Quentin, a short time ago. The excellence of the work amazed the patron and he brought bunches of friends in to examine it, and at the same time kept business moving. He is still doing the same stunt.

Later another patron wanted "to know," and was told the same story as to the origin of the piece of paper money. He was a wise Willie. While examining the bill he found enough flaws in it to wreck even the reputation of as great an artist as Becker, and said there were plenty of men he knew who could discount that kind of work. He marvelled that an old hand like De Martini, could be taken in by such a raw counterfeit, etc.

All of which makes plain the reason why bunko men gain a living without exertion. They operate on easy marks of this kind.

"JACK" STAFFORD.

One had better be a first-class ox driver than a third rate professional man.

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER



A. FINKE'S WIDOW CHAMPAGNES

809 MONTGOMERY STREET

TELEPHONE RED 161

CABLE ADDRESS: FINKE

San Francisco, Cal.



STATHAM PIANOS

CHEAP BUT GOOD

No Agents * No Canvassers * No Humbug

No "Get-all-you-can" price. EASY PAYMENTS

W. STATHAM

Established
33 Years

106 McALLISTER STREET

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

TEVENDALE & LINDSAY

I. S. R. TEVENDALE
NEIL LINDSAY

DEALERS IN

Fine Wines
and Liquors

Telephone RED 5069

536 Sacramento Street

NEAR MONTGOMERY STREET

Straight Goods Our Specialty

San Francisco, Cal.



Phone Main 5955

Gentlemen's Mid-day Lunch



ROME HARRIS

133 MONTGOMERY ST.
SAN FRANCISCO

HIGH GRADES OF
STRAIGHT LIQUORS

Occidental Hotel
Opposite

'PHONE, MAIN-5718



GUS H.
KILBORN
PROPRIETOR
SAUSALITO
FERRY BARS

J. EMMET
HAYDEN
PROPRIETOR
TIBURON AND
SANTA FE
FERRY BARS

Ferry Cafe
16
MARKET ST
S. F.

HERE YOU WILL FIND IN STOCK
THE BEST BRANDS OF

Wines, Liquors
AND CIGARS

JOHN C. KNOBLOCH,
550 Clay Street, near Montgomery
San Francisco.

BUFFALO

NEW BREW
BOHEMIAN

Sacramento, Cal.

BREWING

A. H. LOCHBAUM CO.

AGENTS

125 KING STREET

PHONE 1010 MAIN

PALE EXPORT
CULMBACHER
PORTER

COMPANY

KENNEL CLUB WHISKY

Unrivalled for Purity, Flavor and Excellence.

The Highest Grade Bourbon

Found on First-Class Bars

RUSCONI & FISHER,

Sole Agents
for Pacific Coast,

116

LEIDESDORFF ST., COR. HALLECK, &
SAN FRANCISCO.



(TRADE MARK)

ALONG THE LINE

Successful Liquor Trade Salesmen.

CONTINUING our articles on successful whiskey tourists of San Francisco, we present our readers with a sketch of Charles B. de Pas, senior representative of The Shea-Bocqueraz Co., Inc., 525 Market street.

"Charley" arrived in San Francisco in 1856, a young



CHARLES B. DE PAS.

lad. He was placed at Santa Clara College, where he completed his education, graduating with high honors. After experiencing various ups and downs in life, he entered the employ of Shea, Bocqueraz & McKee, eighteen

years ago, and still represents their successors, The Shea-Bocqueraz Co., Inc.

He speaks five languages, which helps to give a truer character to the various dialects he uses in his story-telling for which he is so famous over his entire route. His repertoire of dialect stories are in French, German, Irish, Portuguese, Hebrew, Negro, Italian, Swede and Chinese, never confusing one dialect with another, which it is doubtful if any person on the theatrical stage can do. His wireless telephone, sleight of hand tricks and his happy manner make him always welcome wherever he goes. As a hypnotist he is very strenuous, as shown by the fact that he always returns with a fat order book.

In speaking of Charley, a Mariposa exchange says: "Charles B. de Pas, traveling salesman for Shea, Bocqueraz, Inc., was in town Tuesday. As usual Charley had a new batch of side splitting jokes. He was also supplied with a small menagerie of performing animals. His trick snake was among the best, but his new style of boy's trousers as well as Charley himself, are up-to-date."

The REVIEW presents herewith an excellent photo of Mr. de Pas and wishes him a continuation of his well deserved success, not only as a promoter of business, but as the advance agent of good cheer and joviality, to the end of his final "trip."



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

WM. T. WENZELL,
Analytical Chemist.

JOHN MULHERN,

General Agent,

124 MARKET ST., SAN FRANCISCO, CAL.

Phone South 431



TRADE MARK

Vineyards, Napa County

E. LEUENBERGER, Pres.

OSCAR HOCKS, Vice-Pres.

A. HINTERMANN, Secy. and Treas.

RED SEAL WHISKEY

SUTTER HOME WINES
AND BRANDIES

Sutter Home Wine and Distilling Company

1295 Folsom Street, San Francisco, Cal.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.



Telephone, 211
Jesolo ...

The 1100

Cafe & Camale Grotto
No. 1 Turk Street

**Jerome Bassity
Proprietor**

**1100
Market Street
San Francisco**

Come and try our Wonderful Champoreau—A Grand Bracer

The Celebrated Champoreau

**FINE WINES,
LIQUORS AND
CIGARS**

J. B. CASADEBAT, PROPRIETOR
HOT LUNCH AT 8 A. M.

532 MERCHANT STREET
BET. MONTGOMERY AND SANSOME, S. F.

**Most Handsomely
Decorated Saloon
in San Francisco**

**Headquarters for
Mining and
Stock Men**

"Sam Mount's"

Fine Wines and Liquors

330 Bush St.
SAN FRANCISCO

**TELEPHONE
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Old Thompson
THE BEST WHISKEY

Telephone 2111
FOLSOM.

The Revelation

STRAIGHT x x x x
OLD THOMPSON WHISKEY
A Specialty x x x x

DENNY
O'SULLIVAN & CO.

863 Market St., opp. Powell
San Francisco, Cal.

The Chronicle Bar

HIGHEST
GRADES OF
LIQUORS

P. W. WOBBER
Proprietor

**644
MARKET
STREET**
San Francisco

TELEPHONE MAIN 1123

THEO. GIER COMPANY

Wine and Liquor Merchants

VINEYARDS:
LIVERMORE, Alameda County
NAPA, Napa County
ST. HELENA, Napa County

Our Specialties are straight and
blended whiskies, and pure
wines from our own vineyards

OAKLAND, 511, 513, 515 Fourteenth Street
SAN FRANCISCO, 116 Battery Street

Along The Line

One of the changes along the line during the month is the purchase by Nason & Hogan of Green Bros.' old place on Powell street, near Market, from Ike Tuchler. Tuchler formerly owned a half-interest in the Merchants' Inn, on California and Drumm streets.

A banquet was served in honor of the birthday of His Majesty King Edward VII, on Monday, November 9, 1903, at the Portland Hotel, Portland, Ore. It was given by the British Benevolent Society, and those who participated drank only Moet & Chandon White Seal to the health of His Majesty.

Among the most popular of the downtown restaurants is Coppe's, at 619 Montgomery street. This is an old-established resort and has a very enviable clientele. The cuisine comprises Italian and French, and dinners and lunches a la carte are served at all hours. Ducks and other game are made a specialty. The service is excellent.

Neal Bassity is meeting with fine success in his place at 1240 Golden Gate avenue. Neal, who was long engaged with his brother, Jerome Bassity, has built up a fine remunerative business in a comparatively short time. He will be pleased to meet his friends in his new quarters and is prepared to give them the best of entertainment.

The excellent business of the Chronicle Bar is improving every month. In these days extra barkeepers are required to handle the trade and it looks as though Mine Host Wobber might have trouble in the not-far-distant future in readily handling the big volume of business that steadily flows into his place.

The old Rottanzi resort at 1027 Market street has been transformed into a modern up-to-date saloon. The furnishings are very handsome and the establishment is exceptionally spacious and inviting. Messrs. Mona & Dorgelo will cater to first-class retail trade and at the same time handle the old-established wholesale department of the business. The new place had a very successful Christmas opening.

Duncan Nicol has given the famous Old Bank Exchange, at Montgomery and Washington streets, a genuine overhauling, and it is now one of the most inviting places in that section of the city. The most notable improvement is the electrical equipment, which is of the most modern style. The chandeliers and electroliers are very artistic and they add a great charm to the old historical resort. Mr. Nicol reports business excellent and looks for a continuation of the present prosperous times.



P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.



Harry Adler

THE DAVY CROCKETT

H. B. ADLER, Proprietor

SAN FRANCISCO'S MOST POPULAR SALOON

Headquarters for Newspaper Men and the "People" Generally

EVERYTHING UP-TO-DATE

842 MARKET STREET

Phone Clay 351

Next New Examiner Bldg.

The Press



FINE WINES AND LIQUORS

Steam Beer and Lager on Draught

E. L. WAGNER, PROP.

15 Third Street

San Francisco, Cal.

PHONE PAGE 1527

AUBERT & LABORIE

FINE WINES AND LIQUORS

TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1853

Bank Exchange

South-East Cor. Montgomery and Washington Sts.

IMPORTER OF

Famous Old Campbeltown SCOTCH WHISKY

Pisco de Italia, Madeira Wine

Sazerac de Forge & Sons Brandy

DUNCAN NICOL

J. McBRIDE

A. McBRIDE

McBride's Cafe



416 KEARNY STREET

SAN FRANCISCO, CAL.

CHOICE BRANDS OF
WINES AND LIQUORS

Phone James 4111

All Leading Brands of Case Goods 10 Cents Straight.

PHONE,
5855

GOLD DUST WHISKEY
A SPECIALTY

FRED. E. BRETT

Choice Lunch Throughout the Day

310 Montgomery St.

San Francisco

TELEPHONE MAIN 5325

Thos. J. Walsh & Co.

733 MARKET ST.

SAN FRANCISCO
CAL.

BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS

ALONG THE LINE

Sam Mount, at 330 Bush street, is doing a good business, and the best feature of the situation is that his trade is steadily improving. The location is such as to draw patronage from both Montgomery and Kearny streets. The first-class goods carried by the house and the excellent service given to patrons accounts for Sam's success. Of course, this remark does not discount the fact that he is one of the most popular men in the trade.

Bob Kern, of the Bouquet Bar, opposite the Palace, is still rapidly increasing his trade. In fact, he is doing a phenomenal business, the volume of which is far in excess of his expectations when he purchased the place. His success is due to his wide knowledge of the business of catering to the public, to good goods, the best of service and a location that can't be beat.

John Dierssen, at 400 Sacramento street, during the short time he has been in business at that corner, has built up an excellent trade. He finds his receipts are increasing steadily and he is attracting a class of desirable patrons in that busy section of the city. The young man knows not only how to procure this kind of trade, but also how to keep it. His many friends will be pleased to learn of his success.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND

WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

The J. F. Plumel and I. Renard Company, successors to J. F. Plumel, 31 Eddy street, have incorporated. The capital stock is \$30,000, \$1 each; subscribed in full, by Louis Renard, 14,999 shares; Pascal Bellegarde, 14,998 shares; Edmond Renard, Maurice Leger and Ernest Pagnuelo, 1 share each; place of business, San Francisco. The company has one of the best appointed liquor stores, stocked with the finest of old imported wines and liquors and straight American whiskies. In fact, nothing but straight goods are handled. Mr. Renard reports business highly satisfactory.

Fred Brett, the well-known retailer at 310 Montgomery street, and who is also noted as a Knight of the Rod, has been fishing again. On a recent Sunday he went to the Ocean Boulevard Beach, where there is ordinarily excellent fishing, and put in the afternoon in pursuit of the finny tribe. The surf was running extremely high and therefore Mr. Brett did not take any fish; but he took home the high tide register on the seat of his pants. The writer knows this to be a fact because he saw Fred when he was endeavoring to climb out of the way of the breaker. We understand he reports having caught a large number of fine fish.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

J. F. PLUMEL

31 Eddy Street

Formerly 18 Stockton Street



Telephone South 755

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BORDEAUX WINES

FINE BRANDIES

AND OLIVE OIL



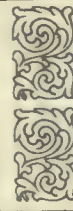
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Fine Wines, Liquors
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NEAL BASSITY, Manager



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Cyrus Noble Old Bourbon a Specialty

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Mercantile Lunch 11 to 2

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Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O. P. S.
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Branca, Italian Vermouth, French Vermouth

Telephone Black 5713

205 Washington St., Bet. Front and Davis, San Francisco

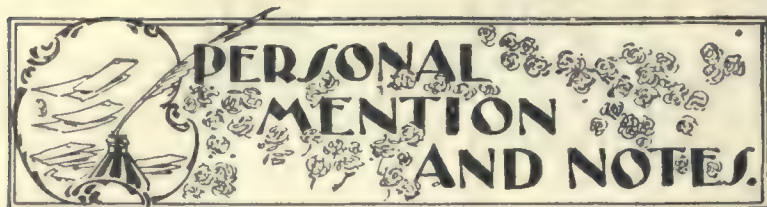
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El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.
SAN FRANCISCO



Hellmann Bros. & Co., Pacific Coast agents for Ayala Champagne, are meeting with gratifying success in introducing this new brand of wine on the slope. It is tickling the palate of the connoisseurs of champagne and is exclusively used by the La Juenesse Club at all their functions given at the Palace Hotel in this city. One trial is sufficient to establish its genuine worth.

The business of Livingston & Co., wholesale liquor dealers of this city, will continue on former lines, notwithstanding the death of Edward May of the firm on November 18th. It is announced that for the present the affairs of the house will be conducted as heretofore.

One of the real Bohemian restaurants in the downtown section of this city is Martin's, at 621 Merchant street. It is handy to Kearny and Montgomery streets cars, while the menu, service and prices are all that can be desired. Chef Baylo, who is the head of the concern, has reason to pride himself upon his long line of special dishes. Give him a trial.

It is announced that the Enterprise Brewing Co. has purchased a large plot in San Jose upon which will be erected an extensive bottling establishment. This movement is necessitated by the large demand for the favorite brew of this company.

Moet & Chandon White Seal Champagne was served exclusively at the banquet of the Bankers' Club of Chicago, Ill., which was held at Kinsley's on October 31, 1903.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne at the palace of

King Edward VII and of H. R. H. the Prince of Wales

Thus reads a notice which has been sent to us. With all due respect to His Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **Clicquot** has been the fashion on our Coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never. Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

Phone Main 1507

429-431 Battery Street, San Francisco

The many friends and patrons of Tom Ferguson, 141 Montgomery street, will read with indignation the announcement that he is to be forced out of his business to make room for another branch of that cigar and tobacco octopus known as Mose Gunst. In view of the fact that the owners of the building induced Mr. Ferguson to purchase the present business, it is outrageous, now that he has established a remunerative trade after years of effort, that he should be coolly told to get out and swallow his loss. There ought to be some redress in the Equity Courts in cases of this kind.

Elsewhere in this issue will be found an advertisement of the Dunkley Co., Kalamazoo, Mich. This is one of the largest in the world, in its line, and makes a specialty of preparations of which the basis is celery. Among them is "Celerytone Tonic," which is calculated particularly for the mixing of cocktails and fancy mixed beverages generally. The Celerytone is essentially a bracer with a desirable quieting effect upon unsettled nerves, and at the same time a tonic and appetizer.

Where to Get Good Things to Eat and Drink

All Modern Conveniences. Up to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service. American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.



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NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

CHAS. NEWMAN Co., Props.

Ratto's Café and Italian Restaurant

541 to 545 Merchant St.

San Francisco

SERVICE A LA CARTE

Italian Dinners 50c, 75c and \$1

FIRST CLASS

Phone Green 774



Emil Bonini



G. Baylo

MARTIN'S
RESTAURANT
and GRILL
621 Merchant St.

RAVIOLI
AND
TAGLIARINI



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MADE
DAILY

E. CROCE

PHONE BLACK 1542

JOE POLLEDRO

COPPE'S
Restaurant and Grill

First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME Italian and French
A Specialty Cuisine

619 Montgomery St., San Francisco

POLLEDRO & CROCE, Proprietors

Change of Proprietor

MANHATTAN HOTEL

1704 Market Street

A strictly first-class family and tourist hotel of unquestioned respectability. American and European Plan.

Phone South 833

JOHN P. GALLAGHER

Proprietor



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty
Extra Pale Lager and Sharp Cool Steam Beer on Draught A FINE LUNCH SERVED

KISTENMACHER BROS., Props.



The many friends of Julius Paul Smith, proprietor of famous Olivina vineyard, in the Livermore Valley, will read with regret the announcement that the gentlemen has suffered another paralytic stroke. He was stricken during the forepart of the month, and is reported not to be making progress satisfactory to his physician. Owing to Mr. Smith's incapacity to manage his large interests, Mr. Ben Barker, who was for fourteen years general manager of the business, has been called in to take charge of affairs.

I. W. Kingman, the well-known broker at 421 Market street, returned from a business trip to Los Angeles, during the month. Mr. Kingman reports good list of orders, but finds that the retail trade in the City of Angels are dissatisfied with the license tax situation. They feel that they are overtaxed as compared with any other line of business. Mr. Kingman has been selling an unusual large amount of whiskey during the current month and reports trade excellent in all respects. Mr. Kingman has just made some changes in connection with his office, which now make them, without question, the handsomest of any whiskey broker's office in the United States. The recent addition to the furnishing is a magnificent roller-top desk of the largest size, done in golden oak, quarter sawed. It is golden all right, by reason of the fact that the original price was \$140, and Mr. Kingman later had all the metal fittings heavily gold plated.

E.J. CURLEY & CO.
Camp Nelson, Kentucky.

BOONE'S KNOLL
O.F. HAND MADE
SOUR MASH
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY.

BLUE GRASS
FIRE COPPER
★ BOURBON AND RYE ★
BOONE'S KNOLL
HAND MADE
*** SOUR MASH WHISKEY.
Jessamine Co. Kentucky.

BLUE GRASS
FIRE COPPER
★ BOURBON ★
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

John D. Siebe, head of the house of Siebe Bros. & Plagemann, has been in this city for some time after a long absence. Mr. Siebe makes his home on a fine ranch in Napa County, where he has been for several years. However, it appears that he cannot entirely divorce himself from the affairs of his house, the fact of which is indicated by his getting behind his desk and taking up the cares of such a position. The house reports business good and getting better steadily. Collections are all right.

Fred C. Siebe, of the house of Siebe Bros. & Plagemann, is convalescing from a rather serious surgical operation. His physician announces that he is getting along nicely and will be out in a few weeks.

Perrier Jouet Champagne was served exclusively at the guests' table at St. Andrew's ball, which was held at Windsor Hall, Montreal, on December 4, 1903. Upon this occasion Their Excellencies, the Governor-General, Lady Minto and suite were present.



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.

Walkerville, Canada

LONDON

CHICAGO

NEW YORK

SAN FRANCISCO

MEXICO CITY

VICTORIA, B. C.

An office has been opened at Room 310, Safe Deposit Building, California St., San Francisco, to which communications may be addressed.

Internal Revenue Report.

ACCORDING to the annual report of the Commissioner of Internal Revenue the total receipts from all sources of internal revenue for the fiscal year ended June 30, 1903, amounted to \$230,740,925.22, a decrease, as compared with last year, of about \$41,000,000, owing to the repeal of the war taxes. The Commissioner estimates that the receipts for the current fiscal year will not be less than \$230,000,000. This estimate, the Commissioner says, would need to be revised if Congress should reduce the tax on proof spirits from \$1.10 to 90 cents or even 70 cents a gallon, as many of the distillers demand. It is believed, however, that Congress will not do this, in view of the decreasing customs receipts and the present small deficit in the Treasury. Even if a reduction in the rate on proof spirits should be ordered, it would probably not become effective before the end of the present fiscal year.

The total production of distilled spirits for the fiscal year ended June 30, 1903, was 148,206,875 gallons, an increase of 15,363,073 gallons over the production of 1902. The withdrawal of spirits from bonded warehouses during the year in round numbers amounted to 114,000,000 gallons, an increase over the withdrawals of 1902 of 10,000,000 gallons. The total production of fermented liquors during the year was 46,650,730 barrels, an increase over the production of 1902 of 2,171,898 barrels. The receipts from the tax on distilled spirits amounted to \$125,862,518.08, and from fermented liquors \$46,652,577.14.

The Fifth (Peoria) district of Illinois is the banner collection district. Its total receipts for the fiscal year which ended June 30, 1903, amounted to \$32,413,033.13. The district of Hawaii collected the lowest amount, \$40,090.52. The leading States in the payment of internal revenue taxes for the past fiscal year are: Illinois, \$50,562,455.25; Indiana, \$28,183,610.08; New York, \$26,749,648.18; Kentucky, \$21,115,626.21; Ohio, \$20,979,333.19; Pennsylvania, \$18,890,399.88. Among the States paying small amounts are North and South Dakota, Maine, Vermont, Arkansas and Idaho.

Notwithstanding the low prices that have been offered by wine makers for grapes this year, says the *Union*, the vineyardists of Sacramento County have been fairly prosperous because several other qualities of grapes have brought extra fancy prices. This has been true, especially in the case of Tokays and similarly handsome table grapes that are now in such demand in Eastern cities. It is recognized that the market for table grapes is widening and that next year the demand will be greater than it has ever been before.

Fred A. Borachet, the resident representative in Oregon and Washington of the well-known house of McDonald & Cohn, 120 Front street, is here on his annual visit. He reports business in the Northwest in very good shape and finds a growing demand for El Rey whiskies, both bourbon and rye. These goods are meeting with a very favorable reception wherever they are introduced.

CERRUTI MERCANTILE CO.

Commission Merchants

And Wholesale Dealers in

Wines, Liquors and Cigars

534-536 WASHINGTON STREET

TELEPHONE JAMES 886

EDWARD CERRUTI, Prop.

San Francisco, Cal.



**YOU CAN'T
FOOL A GOOD
JUDGE**

He Knows That
It's
Rainier
BEER

JOHN RAPP & SON
Agents
Opp. 8th and Townsend Sts.
SAN FRANCISCO



BARRETT CO.,

43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL

Snoma County has a new liquor ordinance which places the power to grant licenses in the Board of Supervisors, which retains the power to revoke any license. A clause provides also that petitions signed by any five persons, calling for a revoking of a license, shall be considered. All saloons and saloons under the terms of the new ordinance shall close their doors at midnight, not to re-open here until 5 o'clock A. M.

Bisbee, Ariz.—The license committee of the City Council is to make some sweeping changes in the liquor license. It has been decided to take the license entirely off certain small business houses and in the case of many others cut it in half. To offset some of the sweeping reductions the licenses on saloons and wholesale liquor licenses will be greatly increased. The object of the committee is to make the saloons bear the brunt of the license tax and to relieve the small dealers in other lines as much as possible.



WILLOW SPRINGS DISTILLERY
OMAHA, NEB., U. S. A.

"HERMES" VINTAGES

PERFECT California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia
Zinfandel—Tavern
Cabernet—Mission
Medoc—Grand Vin
Burgundy—Cote d'Or

Hock—Castle
Riesling—Royal Western
Gutedel—Rheingold
Sauterne—Yquem
Haut Sauterne—Monopole

Angelica—Victoria
Muscat—Malbec
Sherry—Oloroso
Port—Trousseau

ROYAL WESTERN—CALIFORNIA CHAMPAGNE
A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

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FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
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LOS ANGELES, - - - CALIFORNIA

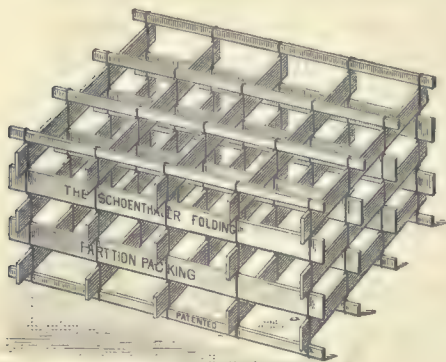
TOULOUSE & DELORIEUX,
COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

CONTINUOUS WINE PRESS
CRUSHERS AND STEMMERS
MUST PUMPS AND
EVERY REQUISITE FOR THE WINERY

620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

THE VERY BEST PARTITION BOTTLE PACKING FOR



Samples at Our Expense.
Write for Prices and References.

All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions,
Or We Can Supply You Direct
On Demand. Write Us.

**Bottles
Jars
Etc.**

SCHOENTHALER MANUFACTURING CO.

ST. LOUIS, MISSOURI

Moral Restraint the Thing.

"Any course that will limit the evils of the liquor traffic is not to be disregarded, but the *Union* has small faith in schemes, large or small, which seek the accomplishment of social and moral reforms by process of law."—*Sacramento Union*.

Nobody proposes to make people sober by the regulations of the liquor traffic. If there were only one saloon tolerated in a city, everybody that had the price could get drunk if he wanted to. Twenty saloons can sell as much liquor as a thousand, if they are big enough, and they will be big enough if the demand justifies the business investment. But the mere fact that they sell liquor is one of the least evils of the saloons, as many of them are conducted. All the older evils of the business can be curtailed by law, and in no other way. The drink evil can only be curtailed by making people temperate. The law has done enough when it has restricted the number and controlled the character of saloons. There will be plenty of liquor, saloons or no saloons, and nothing but moral restraint can prevent its abuse.—*Fresno Republican*.

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TONIC LAXATIVE

T. H. FRÖLICH

Wines and

Brandies

Domestic and
Import Trade

Telephone 396
Main . . .

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Market Street
SAN FRANCISCO**

L. Levy Co.

TOURIST OUTFITTERS

Commercial
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Trunks and
Sample Cases
A Specialty

Trunks, Bags and Suit Cases

134-136 ELLIS STREET

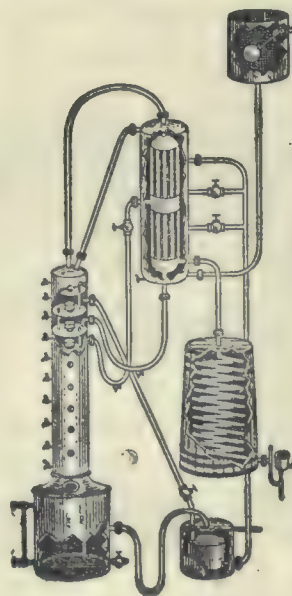
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SAN FRANCISCO, CAL.

Pacific Copper Works

565 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my LATEST IMPROVED CONTINUOUS BRANDY STILL. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine-makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application.

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

California Vine Disease.

SINCE the first appearance of the California vine disease in the vineyards of Anaheim, Cal., in 1884-85, it has never entirely ceased its ravages in the affected districts. Its spread through Southern California was very rapid, so that within five years from its first appearance it had ruined at least 25,000 acres of vines in what are now the counties of Orange, Los Angeles, San Bernardino, Riverside and San Diego. This involved a direct and indirect loss of not less than \$30,000,000.

About five years later, in 1889-90, the same disease broke out in the upper end of the Sacramento Valley, and old mission vineyards both east and west of the Sacramento River, in Tehama County died in a season. Since that date extensive vineyards have been killed in Tehama, Butte, Colusa, Yuba and Sutter Counties, and many others have been practically ruined. Probably 5,000 acres of vines have been destroyed in that section of the State since the date named.

A third extensive viticultural center has more recently become affected by the same disease. About 1898-99 the great vineyards of the Santa Clara Valley began to fail in a manner similar to those of Southern California, and those of Tehama County. The death of vines in the Santa Clara Valley has been rapid over large areas, while toward the east side of the valley and among the Santa Cruz Mountains at the west the destruction has been slower and is progressing. The affected district includes portions of the counties of San Mateo, Santa Clara, Santa Cruz and Alameda. It is probable that the loss will amount to 10,000 acres of vines in this district, as nearly or quite that acreage is already affected.

We have then, in general summary, a destruction of 40,000 acres of vines by this disease in the course of the past twenty years—1884 to 1904—and a direct and indirect financial loss to the state and country from this cause of probably not less than \$40,000,000.

In both Southern California and the upper end of the Sacramento Valley the California vine disease has destroyed the vineyards wholly independent of the action of phylloxera, which pest, so far as known at present does not exist in either district. In the Santa Clara Valley, however, phylloxera has been present for some years so that both diseases must be taken into account in considering the effects in that locality.

A broad study of the appearance and development of the California vine disease in the three great viticultural districts now affected, reveals certain prominent facts that should be noted by those interested in vine growing.

(1.) The disease is more apt to develop in a region where the vines have been weakened by some cause—such as the injury of the root system by drought or excessive moisture, or by sudden changes from one to the other.

(2.) The disease when once established in an epidemic form remains in the affected region in an active state, destroying the new vineyards set from healthy cuttings and showing all of the characteristics of a generally distributed parasitic malady.

(3.) There are striking differences in the susceptibility to this disease of different varieties and species of grapes, although in the heat of a first epidemic many varieties will die more rapidly or more generally than after the height of the epidemic has passed.

We gather from these general observations certain guiding facts. (a) Vineyards of unaffected districts should be carefully guarded against all weakening influences, as a radical change of moisture conditions, for the prevention of disease is always better than cure. (b) When the disease obtains a foothold its presence should not be ignored but its effects should be carefully studied with a view of determining the comparative resistance of the varieties and species of grapes already growing in the district. (c) In replanting, only the hardier types should be selected, and in case these vines are unsatisfactory in fruiting qualities, the hardiest known root should be planted and top-grafted with the most resistant variety, producing the type of fruit required.

At present the vine most resistant to the California vine disease and which is believed by most growers to be of *Vitis vinifera* origin, though this is still an open question, is the Lenoir. Upon its own roots this vine is almost completely resistant, and this is especially true of vines set after the heat of the first epidemic has passed. The raisin grape showing the greatest hardiness is the Malaga. One of the hardiest table grapes is the Tokay. Some of the more resistant wine grapes are the Feher Zagos, Black Malvosie, Grenache and Herbemont. The Lenoir vine has shown such great resistance as to cause the department of agriculture to ascertain its value as a root upon which to graft the more susceptible varieties. Nearly four hundred acres of Lenoir vines have been planted and grafted to other varieties during the past seven or eight years, the work being done by leading viticulturists. The evidence to date is that the Lenoir root greatly aids a more susceptible top variety in resisting the disease, and in case the top graft is of a somewhat hardy variety the combination has thus far proven satisfactory from the commercial standpoint. This work is still in progress, but it is believed that the results already obtained warrant the presentation of these facts to the growers.

A concluding word relative to the nature of resistance may not be inappropriate. Vines which are resistant to phylloxera are not of necessity those which are free from that insect, but they are vines sufficiently hardy to withstand its attacks and still permit of successful viticulture. This is equally true respecting resistance of root and top in the presence of the California vine disease. The disease affects even the hardiest varieties, though they show various degrees of resistance to its action. Hence, as already stated, the most resistant top should be placed upon the hardiest known root in grafting against the malady.

In oral remarks supplementing his paper, Professor Pierce said he had examined the Fresno district, and found many of the vines of a weakened condition. He attributed their condition to the lowering of the water table.

Fresno.—The petition to close the saloons at 1 A. M. and have them remain closed until 5 A. M., which was presented to the Board of Trustees by a number of retail liquor dealers of this place, has been referred to the ordinance committee to prepare an ordinance in accordance with the petition.

PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

A. Vignier Co.....	1/2 page
Bassity's.....	1/4 page
Cerruti Mercantile Co.....	1/2 page
Coppe's Restaurant.....	1/2 page
Fey's Inn.....	1/2 page
Kroh & Tormey.....	1/2 page
Dunkley Co.....	1/4 page
Green Ginger Brandy.....	1/2 page
Martin's Restaurant and Grill.....	1/2 page
Hellmann Bros. & Co.....	1/4 page

RE-CONSTRUCTED

Melzer Bros. Co.....	
Enterprise Brewing Co.....	
J. B. Lafontaine.....	
Hermann & Co.....	
Ferdinand Westheimer & Sons.....	
Fleischmann & Co.....	

The Cuban Bill Passes.

THE reciprocity treaty with Cuba passed the Senate on December 16th, by a vote of 57 to 18. Strange to say, Senator Bard of California was the only Republican who voted in the negative, while nine Democratic Senators favored the measure. Senator Perkins proved himself a traitor to his State by giving the bill his hearty support. By reason of this treaty, California will be prevented from securing any of the six million dollars worth of business that Spain and France together do with the island each year. The treaty was a mistake and will be proved to be so at no far-distant date. At the best, reciprocity is a make-shift and should not be used by our law-makers at Washington. California is particularly on the danger line with respect to reciprocity treaties and it behooves her citizens in all lines of production to earnestly and industriously fight reciprocity in every form.

We are in receipt of the 1904 edition of Osborn's annual guide. The book covers all lines of information in the way of a directory of agencies, liquor-dealers, clubs, hotels, etc. It is profusely illustrated and enlivened by interesting and instructive reading matter. The volume will be found a valuable edition to the library of the wine and liquor trade. It can be had from the publisher, Alfred S. Osborn, 34 Beaver street, New York, for \$1.

Percy T. Morgan Discusses Wine Industry.

PERCY T. MORGAN, President of the California Wine Association, read a paper before the recent Horticultural Convention, at Fresno, on "The Wine Industry and Its Future Prospects." Mr. Morgan's views are well worthy of perusal and should be read carefully by all who are interested in the production and marketing of the wine of California. The gentleman very ably reviewed the history of the industry, and while pointing out the various dangers in the form of reciprocity, and other adverse legislation to which it may be subjected, took a cheerful view of the future, at the same time warning the wine men to jealously guard their interests if they wish to continue doing business along prosperous lines. With reference to the production of good dry wines, Mr. Morgan did not hesitate to express the conviction that there need be no fear of making too much of that variety. On the other hand he was not so sanguine as to the future of the sweet wine branch of the industry, owing to the enormous planting of new vineyards in the sweet wine districts in the past two years.

The paper appears in full elsewhere in this issue.

Uncle Sam's Brandy Production.

THE report of the Commissioner of Internal Revenue for the fiscal year ended June 30th, 1903, shows that the withdrawals of brandy of all kinds from special bonded warehouses during that period aggregated 1,214,068.4. This is an increase over the fiscal year preceding of about 100,000 gallons. Of these withdrawals, California has a credit of 410,581.1 gallons; the Second New York comes next with 332,010.2; the Fifth Kentucky stands third with 120,402.7, and the First Illinois fourth with 102,865 gallons. Of fruit brandy in special bonded warehouses on January 30, 1903, throughout the United States, the aggregate was 2,757,382.8. Of this 2,121,168.3 was grape brandy, 315,202.8 apple, 172,487.5 peach, other kinds 118,524.2.

California Vine Disease.

THE annual report of the Secretary of Agriculture, just at hand, has the following regarding the work of investigating the so-called California vine disease:

"Attention has been called from time to time to the progress that has been made in efforts to find a method of controlling the California vine disease, a malady the cause of which still remains unknown. Experiments with grafting stocks have been in progress in the center of the badly infected district for over eight years. These experiments have included the grafting of some 400 acres of vines, the enterprise being conducted in co-operation with leading viticulturists in California. The Lenoir vine is resistant to the disease, and its use either as a top graft or as a root upon which to graft other varieties has been found effectual in resisting the disease.

"New varieties of grape, which have received Lenoir blood through hybridizing, have shown great resistance to the same disease.

"So far as this experiment has gone, therefore, it seems probable that a satisfactory means of permanently overcoming the disease has been found."

Promotion Committee's Enterprise.

THE California Promotion Committee has issued a handsome monthly publication entitled "For California." The first number, which was issued on December 10th, consists of sixteen pages on Manila paper, printed in brown, with column marginal drawings by L. Maynard Dixon, the celebrated California artist. The leading article is by Governor George C. Pardee of California, and is entitled "The Land of Opportunity." William H. Saylor, editor of the "Dairy Produce Review," and Secretary of the California Creamery Operators Association, contributes a very valuable article on dairying in California. The article is especially directed to the advantages and opportunities in this industry. Although dairy products of California are worth more than \$18,000,000 annually, yet Mr. Saylor says this industry is only in its infancy, and he predicts a bright future for it.

Other interesting departments of the magazine are "Tourist Talk," "Promotion Paragraphs," "Settlers Sayings," and "Climate and Crops." The entire appearance of the publication is one of refreshing novelty, there being nothing stereotyped in its original make-up. The California Promotion Committee has set a high standard in its publications in which the industries and resources of the State are conservatively presented without bombast or exaggeration. "For California" is issued on the tenth of every month. It will be sent to any address for \$1.00 a year, three months for 25c, or 10c a copy. The information is all specialized and is valuable to anyone interested in the State.

The California Promotion Committee is to be congratulated on the issuance of "For California."

Sonnet to California.

For the "Review," by Mrs. Douglas Adam.

TO THEE, oh gifted daughter of the light,
We sing our hubble song of fervent praise!
We love the beauty of thine amber days,
The blue-eyed morn, the silent perfect night,
The vellum of thy fruits, the colors bright
Of flowers upon thy breast, thy wood-girt bays
Where lave the limbs of beauty fair and white,
And laughing skies that meet the pilgrim's gaze.
Thy golden sunward gate stands open wide
To welcome Argoes from the Western sea,
And storm-tossed waifs, with ev'ry ebbing tide
Have found a sheltered haven-home in thee.
Thy rounded breasts such golden treasures hide
None dare foretell thy wondrous destiny.

—Tokyo, Japan, 1903.

Milwaukee Correspondence.

THE REVIEW has secured a regular and competent correspondent at Milwaukee, Wis., and will henceforth give its readers the news regarding California wines from that section, as well as what is doing in the beer world. The first letter appears in this number.

Over 300 moonshine cases were tried in Atlanta during the month of October. These came from a section which has always been prohibition—*Southern Liquor Dealer.*

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

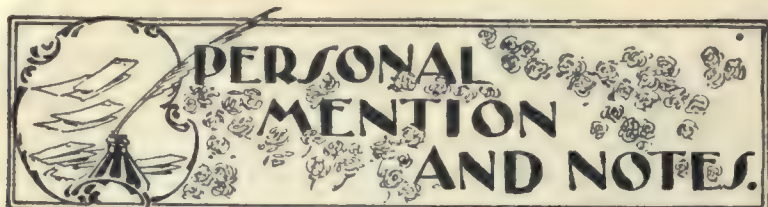
Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



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Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

213-215 Market Street, San Francisco, Calif.



Manager Reynolds of the Hilbert Mercantile Co. returned from a trip through the San Joaquin Valley and the South during the month. He says that with his house business in the San Joaquin was never so good. As an indication of how business is going with the Hilbert Mercantile Co., it may be said that this was the best December for business the house has known. They find collections good.

A new jobbing house has been added to a long list of those doing business in this city. The firm is that of the Cerruti Mercantile Co., situated at 534-536 Washington street. The head of the house is Mr. Edward Cerruti of the L. C. Cigar Co., of New York and San Francisco. The house will deal mainly in whiskey and brandy in bond. It will also handle cigars and conduct a general jobbing business in all kinds of liquors. Mr. Cerruti is no stranger to the trade, as he has been connected with the Italian-Swiss Colony for nearly seven years, in a representative capacity, a position which he still retains. The house will also make a specialty of P. C. Rossi's Vermouth and Fernet. The company expects to add several important agencies to its present list and will notify the trade when these contracts have been closed.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO



Heischmann & Co's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

BOTTLED WHERE
THEY GROW
IN CALIFORNIA.

ASK YOUR DEALER

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

The Illinois-Pacific Glass Co., at 10 to 16 Main street, have been one of the busiest concerns in the city during the past month. Their holiday trade was of fine volume and general business the same. The company have enjoyed a very prosperous year and look for a continuation of present conditions.

Charles Meinecke & Co., well-known importers, at 314 Sacramento street, report business excellent. The year has dealt very kindly with them, the demand for all their well-known high-class specialties having been of good volume. They find collections satisfactory and the trade outlook all that could be expected.

President Lemle of the Lemle Levy Co., 668 Mission street, Pacific Coast agents of Herald Pure Rye, had a very satisfactory business trip through the counties of Napa, Sonoma and Lake during the month. He was well pleased with the result and says that the country looks unusually prosperous, and the promise is for a continuation of the healthy business conditions that now exist.

Naber, Alfs & Brune, 323 Market street, report business quite lively. They have had an extensive demand for their various imported specialties, such as Swedish Punch, Aquavit, John Ramsey Scotch and their famous Damiana Bitters and Phoenix Old Bourbon, for which the house is sole agent. It is enjoying its usual popularity. Collections are coming in regularly.

Chemistry of Whiskey and Soda.

HOWEVER the fact may be deplored, whiskey mixed with soda water is a very popular drink. In Pickwickian times the favorite stimulant was brandy and water, later it was whiskey and water and now plain water is very generally replaced by aerated water. The popularization of aerated waters has undoubtedly had much to do with encouraging the drinking of whiskey. There are many persons who cannot drink plain whiskey and water who will drink, with relish, the same spirit mixed with sparkling water. The Scotchman or the connoisseur of whiskey, not necessarily synonymous terms, on the other hand, invariably prefers plain water with the spirit, and regards the admixture of soda water as a means of spoiling the aesthetic qualities of the whiskey. But in the one case flavor is sought after, while in the other merely an agreeably stimulating fluid is desired.

Some persons believe that soda water reduces the intoxicating effect of the spirit, but probably an effervescent alcohol liquid, judging from champagne, is more easily diffusible than a still liquid. It is well known, at any rate, that very often when plain whiskey and water disagree,

and sometimes give rise to a feeling of sickness, the substitution of effervescent water has a quite different effect. There seems to be little doubt that some explanation of this is afforded by the fact that alcohol will dissolve three times as much carbonic acid gas as water will dissolve. Alcohol would thus convey more gas to the stomach, and carbonic acid gas in solution admittedly promotes the chemical process of digestion and acts as a sedative in the stomach. Champagne is well known to be useful in sickness in allaying irritability of the stomach by virtue of the carbonic acid gas it contains. Apart, therefore, from the pleasing sparkling qualities of aerated water and its sharp, agreeable taste, there would appear to be a sound physiological reason why whiskey with soda water is preferred by the many to whiskey with plain water.—*The Lancet*.

Jesse Moore-Hunt Co., at Sacramento and Davis streets, finds business of good volume. The demand for Jesse Moore has maintained its regular high record during the month and the outlook for a continuation of the fine trade of 1903 is all that could be desired. They find collections very satisfactory.

M. P. WICHMAN

JOHN LUTGEN

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CALIFORNIA NURSERY CO.

JOHN ROCK
MANAGER

NILES, CAL.

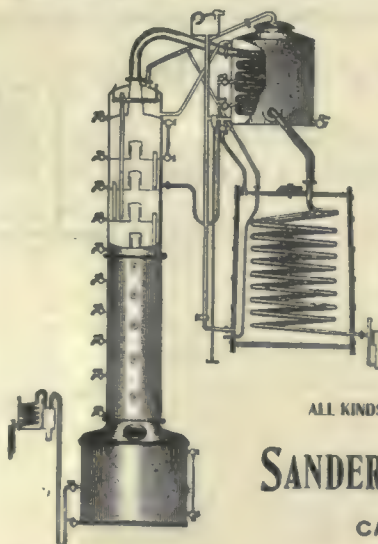
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PLANT PHYLLOXERA RESISTING VINES

WE HAVE A LARGE STOCK CONTAINING
MANY VARIETIES OFRIPARIA AND RUPESTRIS, HYBRIDS AND
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IMPORTANT TO DISTILLERS AND WINE MAKERS.



This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GEO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

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CARL L. SCHALITZ, PROP.

309-311 HOWARD STREET, SAN FRANCISCO.

PAT'D SE.T. 29, 1891.



WINE AND VINE NEWS OF THE STATE.



The French-American Wine Co. has decided to erect another large winery in Healdsburg.

California Grape Growers' Association; capital stock, \$100,000; shares \$10 each; subscribed \$450, by A. S. Peterson, T. R. Brewer, J. M. Smith and G. E. Wells, 10 shares each; A. Creason, 5 shares; place of business, Selma, Fresno County.

Stockton.—Fred Lee has sold his 15-acre vineyard to Nathan Ellis of New York and Levy Atwood of Lodi. The price for the portion in bearing was \$400 per acre. The grapes are of the Tokay variety and are for table use only.

C. Conradi and Theo. Gier, of Oakland, were in St. Helena Sunday. Mr. Gier recently purchased the old John McPike place and will soon inaugurate extensive improvements. A large portion of the farm will be planted to vineyard.

Azevedo Bros. have rented the Bergin vineyard at Cupertino for another season. They have on hand about 100,000 gallons of wine, and are contemplating making an exhibit at the St. Louis Fair.

Incorporated.—Kearney Vineyard Company; capital stock, \$2,000,000; shares \$10 each; subscribed, \$250, by A.

H. Winn, P. J. Muller, W. S. Burnett, C. P. Pritchard, C. I. Wright, 5 shares each; place of business, San Francisco.

The last load of grapes for the year was received at H. B. Wagoner's winery on Monday, December 7, thus finally closing the vintage for 1903. The other wineries in the valley closed their season's work several weeks ago. Mr. Wagoner crushed 1650 tons, filling 250,000 gallons of cooperage.—*Livermore Herald*.

Grape-crushing ceased for the season at the Lodi Winery December 5th. Work had already been finished at the San Joaquin Valley Winery. The former handled 3200 tons of grapes, making 450,000 gallons of wine, and the latter 2300 tons, making 250,000 gallons.

Henry Harris has resigned as superintendent of the old Adamson place, and Hans Hansen, who superintends Tokalon, will succeed him, managing both places for the James H. Goodman & Co. Bank.

Last March L. Stice, who enjoys an enviable reputation as a grafter of grape vines, grafted for the James H. Goodman & Co. Bank on the old Adamson place, Napa County nearly 13,000 vines on Lenoir roots, the variety used being largely Zinfandel. Out of this number eighty-eight per cent of the grafts lived and the growth for one season has been remarkable.

Institute for Fermentative Industries

DR. A. WILHELMJ, Director

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FOR THE MICROSCOPICAL
ANALYSIS OF WINES AND BEERS



PURE SELECTED YEASTS

For the treatment of not thoroughly
fermented wines, and for the re-
fermenting of defective wines.

SPECIALTY—A special feature of the Institute is the rapid chemical and microscopical analysis of samples for prospective buyers. This will enable them to know in advance of purchase whether the wines are wholesome.

Contracts made to parties desiring continuous
analysis of their wines.

Ring up "Main 5010"

The grape-growers of the upper Napa Valley cannot consider too seriously the proposition of erecting and conducting a co-operative winery in Calistoga. Their experience this year with the wine trust should cause them to take immediate steps toward the fostering of their interests. This is the only way whereby the growers can bring the trust to time, and unless this is done the grape-growing industry will be brought down far below a profitable margin within a few years.—*Napa Register*.

On November 30th A. Sidney Petersen, T. R. Brewer, Joseph M. Smith and George E. Wells, of Selma, and Greason of Kingsburg, as directors, filed articles of incorporation of The California Grape-Growers' Association, with headquarters at Selma. The capital stock is \$100,000, divided into 10,000 shares. The purposes of the association are stated to be the manufacture and sale of wines, brandies, alcohol and other products of grapes and fruits, as well as owning and operating wineries, distilleries and other property necessary to conduct its business.

The operation of the Italian-Swiss Colony's winery at Asti by electricity from the Cloverdale Electric Light and Power Company's plant has been so successful that steam will be used in future only for distilling at that plant. A part of the cooperage is being changed from wood to cement, lined with glass. This is an improvement in sanitation and in economy of space. An expert has arrived from Italy to do the work. Eight of the 25,000-gallon tanks are being lined with plate glass about half an inch thickness. The tanks have square sides with rounded corners and oval tops. The glass to fit the curvatures has been blown to order. The new system of storage will be extended throughout the company's wineries if the expense is not too great. The total storage capacity at the warehouses and wineries is 13,250,000 gallons.

Grape Contracts.

The earlier reports circulated concerning the offer made by the California Wine Association to the grape-growers of Sonoma County prove to have been inaccurate. The offer provided that during a period of years to be specified in the contract the price of grapes should not be allowed to fall below \$15 a ton, no matter what the price of wine

might be during that period, and that the grape-growers should be given the benefit of \$1 per ton for every 1 cent per gallon advance at which the matured wine should sell during the season in the open market. Association interests say that if the efforts to establish wineries on a co-operative scale are successful it will lessen the burden of the association in providing funds for the purchase of grapes and wine and in maintaining wine prices. The co-operators would then have to sell wine in the open market in competition with the association.—*San Francisco News Bureau*.

Coast News of the Traffic.

Sawtelle.—Fifty voters have signed a protest circulated by S. H. Taft against the granting of druggists' liquor license by the Board of Supervisors to anyone in the San Vicente precinct. Another protest in the same matter received an equal number of signatures.

Redlands.—The prohibition ordinance is to be taken into the Superior Court on a new point. Jack Davis, who conducts a poolroom on East State street, is willing to pay for a license for that business, but is not willing to sign a written statement to the effect that he will not dispense alcoholic liquors not permit gambling in his place of business, which is the kind of statement required by the city ordinance in such cases. Mr. Davis was arrested last week on a charge of breaking the city poolroom ordinance, and the law will now be tested.

Sierraville.—A liquor license case is now in the Plumas County courts, which will probably reach the Supreme Court before it is finally settled. Last summer Leonardi Bros. erected a building in the residence section of Beckwith and opened a saloon before obtaining a license as required by law and a county ordinance. They sent the necessary amount of money to the License Collector of the county, but the Supervisors refused to grant the license at the July session. Leonardi Bros. refused to accept the return of the money, which was offered them by the Collector. The case was tried at Quincy and a fine of \$100 imposed for selling liquor without a license. The defendants admitted selling liquor. Their defense was that the ordinance was invalid. Notice has been given of an appeal to the Superior Court. Notwithstanding the verdict, the saloon is still being conducted.

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(INCORPORATED)

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The manures manufactured by the California Fertilizer Works are made entirely from clean bone treated with acid, dry blood and flesh, potash and magnesia salts. The superiority of pure bone over any other phosphate material for fertilizer use is so well known that it needs no explanation. Address all letters to

CALIFORNIA FERTILIZER WORKS, 534 Clay Street
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Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,
R. M. WOOD, Editor.

San Francisco, Cal.

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SOUR MASH
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RYE WHISKIES.**



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20,000 GALS. PER DAY.
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to which all Business communications should be addressed

SUNNY BROOK DISTILLERY CO.

LOUISVILLE, KY.

The Mayor of Stockton signed a new saloon ordinance last Saturday. The new law provides for a reduction of the number of saloons to eighty and the separation of groceries and bars. It closes saloons at 1 o'clock A. M. and keeps them closed until 5 o'clock the same morning. No saloon may have an entrance that does not open directly into the barroom proper. No saloon may have a box or back room that does not open directly into the barroom. Dumbwaiters are prohibited. Stockton has a population of about 18,000 people.

HELLMANN BROS. & Co.

AGENTS FOR THE PACIFIC COAST FOR
AYALA CHAMPAGNE



The La Juenesse
Club at all
their functions
given at the
Palace Hotel
Use the
Celebrated
"AYALA
CHAMPAGNE"
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12 Front Street San Francisco

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CHAMPAGNE

EXTRA DRY

THE
ONLY
GENUINE

THIS BRAND IS ONE OF THE
LEADING CHAMPAGNES
USED AT THE ROYAL
COURTS OF ITALY,
GERMANY AND
ENGLAND; IS
ESPECIALLY EN-
DORSED BY DEL-
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MONTE, POODLE DOG,
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TODDY
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SCOTCH
OR A
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BALL
ITS A GOOD
THING
HELP IT
ALONG

USE
Alex's
PURE
MALT
WHISKEY
WORTH
MORE
THAN
IT
COSTS

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OF LOS ANGELES

PRACTICAL COPPERSMITHS

Manufacturers of Continuous Stills, Vacuum Pans, Jacketted Kettles, Drums
Finishing Cylinders, Coils, Etc.

Brewers, Wine Makers and Distillers will find it to their advantage to let us do their work instead of Sending to San Francisco.
We make the Best Continuous Still produced in America.

HOME PHONE 4925
SUNSET PHONE SOUTH 98

823 Santee Street, Los Angeles, Cal.

Philipino Whisky.

VINO is manufactured in the nipa swamps around Manila Bay and the contiguous lagoons. Nipa does not grow inland or in the higher lands. The greatest nest of the distilleries is in the vast swamps in the delta of the Rio Grande. The parent stalk of the nipa fruiticans is tapped, and the sap collected much in the same manner that we collect maple sap. A native fits out his banka (wooden dug-out), which is 18 to 30 feet long, and 30 inches beam, with 10 or 12 ollas, or earthen bowls, holding from three to five gallons each, and paddles through the narrow waterways between the small islands, densely covered with the nipa palm, and frequently without leaving his position in the banka, can jab a tube into the spongy stem and tie fast a section of bamboo to collect the sap. Making his round again, he empties these containers into his ollas and paddles off to the distilleries, where it is disposed of for a few centavos.

At the distillery the sap is mixed with the juice of the sugar cane—about 25 per cent of the latter being used—fermented, distilled, and, in a crude way, rectified. The product is vino, taking that name from the Spanish word for wine. Vino is a pungent, colorless fluid, exhibiting an alcoholic strength of from 50 to 80 per cent, and showing some butyric ether, but I never saw a trace of amylic alcohol (fusel oil.)

The native—excluding those of the larger cities, who have adopted civilized habits—does not get drunk. It is a rarity to find a drunken native. Of the 500 or more natives we had in our command we never had a case of drunkenness. The only case of intoxication that I ever saw among the Maccabebes was our "major domo," or head servant, when we lived at Colonel Blanco's, and he had surreptitiously emptied a bottle of cocktails that belonged to the commanding officer.

The native never drinks vino as it is in the market. He dilutes it with water, adds sugar and oil of anise, and drinks it as "anissette," in the manner that his civilized brother takes a cordial. For a "long drink" he has bottled beer made at the native breweries of San Miguel, or imported Japanese beer.

The intoxication from vino is purely profound insensibility of the toxic dose of alcohol. The American soldier saw in vino a substitute for whiskey, and, to the amazement of the native, took it raw and in big gulps. As a result, he was dead drunk in a remarkably short space of time.—A. B.



Distilled direct from the root hearts
of our famous

KALAMAZOO CELERY

..... A DELICIOUS, BRACING
 "CELERYTONE" COCKTAIL

CAN BE MADE FROM

"CELERYTONE"

Try the delicious, rich, nutty flavor of a
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Served at all leading Bars and Buffets

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SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.



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DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

—SOLE AGENTS—



COAST NOTES OF THE TRAFFIC.

Healdsburg has passed an ordinance limiting the number of saloons inside the corporate limits to six and fixing the license at \$200 a quarter.

Oakland.—George Edwards has been fined \$250 for operating a guessing machine, which the court declared came under the head of slot machines paying money.

King City.—A petition is now being circulated here protesting against the resolution now before the Supervisors,

San Luis Obispo.—The Trustees have received a petition from fifteen retail liquor dealers requesting that the liquor ordinance be so changed as to make the saloon licenses transferable and do away with the limitation as to the number of saloons. The matter has been referred to the finance and ordinance committee.

In the suit of Timothy Hopkins against Peter Mullin, James Farmin and M. G. Slade, a decree has been entered perpetually enjoining defendants et al. from selling liquor in Palo Alto, San Mateo County.

Long's

PEERLESS

Bar Sugar

The best and cleanest Bar Sugar on the market.



Makes the making of fine drinks easy, and adds greatly to their flavor.

A California Product Unexcelled by any—either Foreign or American

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MARASCHINO CHERRIES

The finest of California's selected cherries preserved in Maraschin unequalled by any manufacturer.

Long's Maraschino Cherries are pronounced the most perfect and delicious of any Maraschino Cherries manufactured, and no California product has ever attained such immediate recognition.

Long's Maraschino Cherries make a Cock-tail fascinating and delicious.

Try Them. They are Fine. Sold Everywhere.



Long Syrup Refining Company

SAN FRANCISCO

which, if passed, would give local option to the people of the county.

Riverside.—The Prohibitionists are making war on the druggists, charging them with selling liquor, and arrests have followed. The case of Frank A. Gardner will be something in the nature of a test case.

Oakland.—Beginning January 1, 1904, the new time schedule of the bartenders will go into effect. The schedule calls for one holiday a week and a few other minor changes. No trouble is expected, as the larger places already allow their men one day off each week.

Los Angeles.—The proposition of the City Council to raise the liquor license from \$60 to \$75 per month for the purpose of adding twenty-five additional policemen to the city's force has been held up by a deadlock in the Council. At the next session an effort will be made to secure the necessary votes to pass the ordinance.

Santa Barbara.—William Oboy, formerly of Lompoc, purchased the license of one of the small saloons near the beach, and transferred it to the Mascarel bar-room, which he has leased and opened. The number of licenses that can be issued in the city is limited to 26, and as there were that number of saloons it was necessary to buy out one of them in order to get the necessary license.

The Proposed Pure Wine Law.

HEREWITH we present the text of the proposed pure wine law introduced by Congressman Bell, in the House of Representatives a few days ago. While the object of the bill is eminently praiseworthy, we think there are objectional features, which if the proposed measure became a law, might cause it to be more of a detriment than of a benefit to the industry it is calculated to protect.

In this connection we desire to suggest to the wine trade and to the wine producers, that after having carefully read the draft of the measure, they forward to this journal any suggestion or criticism they may have to offer. In this way a large exchange of ideas may be gathered in a shape to put them before our Congressmen in a comprehensive manner. As we want no bad features in the measure it is best to take prompt action. We urge that there be no delay in taking this matter up and discussing it thoroughly, and would ask that anything in this line be forwarded to this office on or before the 20th of January. It will then appear in the annual edition, which will be the largest and best ever issued from this office.

Let us hear from you.

H. R. 6779.

Fifty-Eighth Congress, Second Session.

*In the House of Representatives,
December 10th, 1893.*

Mr. Bell introduced the following bill; which was referred to the Committee on Ways and Means, and ordered to be printed.

A BILL.

Imposing a tax on pure and compound wines, providing for the collection thereof, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

That for the purpose of this Act "pure wine" is hereby defined to be the fermented juice of the fresh grape, without addition of foreign substances or coloring matters of any kind or description, and treated in no way except by the ordinary cellar manipulation, and every other grade of wine if hereby defined as "compound wine"; provided, however, that nothing herein contained shall exclude from the definition of "pure wine" any pure sweet wines that have been fortified with wine spirits to preserve the saccharine matter contained therein, nor exclude pure wines that have been blended with pure wines, nor any pure wines that have been subjected to the use of common clarifying agents, nor sparkling wines made by the usual methods.

Sec. 2. That from and after the passage of this Act there shall be levied and collected upon all wines produced in the United States or imported into the United States from any other country, the following tax: Upon pure wine the sum of one-tenth of a cent per gallon, and upon compound wine the sum of twenty-five cents per gallon, to be paid by the manufacturer of the home product or the importer of the foreign product, as the case may be.

Sec. 3. That every manufacturer of wine in the United States shall on or before the first day of December of each year, and before any sale thereof, cause to be filed with the collector of revenue of the district in which such wine is made, a report in writing, duly verified by the oath or affirmation of the manufacturer, showing the number of gallons of wine made by him during the preceding vintage, how much thereof is pure and how much compound wine, as therein defined, where the same is then situated and by whom owned, according to forms and regulations to be prescribed by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury.

Sec. 4. That every person who shall import any wines from any foreign country shall immediately upon the receipt thereof in this

country cause to be filed with the collector of revenue of the district in which the port of entry of such wines is situated a report in writing, duly verified by the oath or affirmation of such importer, showing the number of gallons contained in such importation, how much thereof is pure and how much compound wine, as therein defined, where the same is then situated and by whom it is owned, according to forms and regulations to be prescribed by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury.

Sec. 5. That every person who willfully and contrary to the oath or affirmation required in the preceding sections states or subscribes material matter in such reports which he does not believe to be true, shall be deemed guilty of perjury and punished as provided by section fifty-three hundred and ninety-two of the Revised Statutes of the United States.

Sec. 6. That every manufacturer of wines in the United States and all persons importing wines from other countries shall accompany their reports with the amount of tax due under this Act.

Sec. 7. That upon receiving such tax and report, the collector of revenue shall at once issue to the manufacturer or importer, as the case may be, a receipt for said tax, which shall briefly recite the matters contained in the report.

Sec. 8. That if subsequent to the rendition of his report any manufacturer or importer of wines shall alter the character of any pure wines reported by him in such a manner as to render the same compound wine, as herein defined, he shall at once, and before any sale is made thereof, notify the collector of revenue of such alteration, in writing, and accompany such notice with the amount of tax accruing on such compound wine.

Sec. 9. That any person engaged in the business of buying and selling wines who shall alter the character of any pure wine in his possession in such a manner as to render it compound wine, as herein defined, shall immediately notify the collector of revenue of the district in which such wine is situated of such fact, in writing, and accompany the notice with the amount of tax accruing upon such compound wine.

Sec. 10. That any person who shall sell any wine to another in quantity exceeding ten gallons shall deliver to the purchaser a certificate, in writing, showing the character of the wine, that is, whether pure or compound, and stating that all tax due thereon has been paid.

Sec. 11. That any person who shall knowingly sell wine to another upon which the proper tax has not been paid shall be punished by a fine not exceeding two thousand dollars, or by imprisonment not exceeding two years, or by both such fine and imprisonment.

Sec. 12. That no person shall sell, or offer or expose for sale, any wine, the product of the United States, in packages of ten gallons or less, unless there shall appear conspicuously labeled thereon, in letters not less than one-eighth of an inch square, the words "Pure American Wine," or "Compound American Wine," as the character of the wine may be; nor shall said words be placed upon any wine not produced in the United States.

Sec. 13. That no person shall sell, or expose or offer for sale, any wine not the product of the United States in packages of ten gallons or less unless there shall appear conspicuously labeled thereon, in letters not less than one-eighth of an inch square, the words "Pure Wine" or "Compound Wine," as the character of the wine may be.

Sec. 14. That this act shall not apply to wine in existence in the United States at the date of its passage, except as hereinafter provided.

Sec. 15. That every person who shall alter the character of any pure wine existing at the time of the passage of this Act, in such a manner as to render the same compound wine, as herein defined, shall at once and before any sale thereof, give written notice of such alteration to the collector of revenue of the district in which such wine is situated, and accompany the notice with the amount of tax imposed on compound wine by section two of this Act.

Sec. 16. That no person shall sell, or expose or offer for sale, in packages of ten gallons or less, any wine, the product of the United States, existing at the time of the passage of this Act, unless there shall be conspicuously labeled upon each package, in letters at least one-eighth of an inch square, the words "Manufactured prior to (giving date of this Act)"; provided, however, that where such wine is pure as herein defined, the words "Pure American Wine" may be used in conjunction with the above label.

Sec. 17. That no person shall sell, or expose or offer for sale, in packages of ten gallons or less, any wine imported into the United States prior to the passage of this Act, unless there shall be conspicuously

usly labeled upon each package, in letters not less than one-eighth of an inch square, the words: "Imported prior to (giving date of this act)"; provided, however, that where such wine is pure, as herein defined, the words "Pure Wine" may be used in conjunction with the above label.

Sec. 18. That all laws of the United States relating to the assessment and collection of internal revenue on distilled spirits not inconsistent with the provisions of this Act are hereby made applicable to the assessment, collection and enforcement of the tax hereby imposed; provided, however, that nothing herein contained shall be construed to require the gauging of wine, or the marking or stamping of any cask, barrel or other package containing wine, unless herein otherwise specifically provided.

Sec. 19. That any collector, deputy collector or revenue agent who shall have reason to believe that there has been an evasion, or an attempt to evade, any provision of this Act, shall, in addition to the right of entry and examination now secured by general law, be entitled to demand and receive, and if need be seize, reasonable quantities of the suspected wines for the purpose of evidence or analysis, giving to the owner thereof a proper receipt for the same.

Sec. 20. That every owner of any wine who shall evade, or attempt to evade, any provision of this Act, shall, in addition to other penalties provided by this Act, forfeit to the United States all wines concerning which such evasion is made or attempted to be made.

Sec. 21. That every person violating any provision of this Act, unless herein otherwise provided, shall be punished by a fine not exceeding two thousand dollars, or by imprisonment not exceeding two years, or by both such fine and imprisonment.

Sec. 22. That all fines, penalties and forfeitures imposed by this Act may be recovered in any court of competent jurisdiction.

Sec. 23. That the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may make all needful regulations for carrying this Act into effect.

Sec. 24. That all Acts or parts of Acts in conflict herewith are hereby repealed; provided, however, that nothing contained herein shall be construed as repealing or affecting the duties now imposed on imported wines under the Dingley Tariff Act of eighteen hundred and ninety-seven.

Sec. 25. That this Act shall take effect from and after its passage.

The Gallinger Bill.

AMONG the measures introduced into Congress that will be watched with deep interest by the liquor trade is that introduced by Senator Gallinger which provides that no Collector of Internal Revenue shall deliver any special tax receipt to any wholesale or retail liquor dealer who at the time of making application to pay such tax does not exhibit a license issued in accordance with the laws of the State or Territory in which his trade is to be carried on, authorizing him to sell liquors at the place where he designs to carry on his business.

The New York Sun comes out in an editorial strongly supporting the measure.—*Mida's*.

Fleischmann's at Peekskill.

THIRTY-NINE acres of ground have recently been added to the great distilling plant of the Fleischmann Manufacturing Company, at Charles Point, Peekskill-on-the-Hudson, N. Y. This magnificently equipped establishment now comprises 139 acres of land, upon which are numerous buildings fitted up with every modern appliance for the facilitation of the vast business of the concern. The output of this plant is handled solely by Messrs. Fleischmann & Co., of New York City, who supply the ever-increasing demands of the trade for the excellent goods turned out at this Hudson River distillery.—*Wine and Spirit Gazette*.

High Art in Trade Advertising.

AMONG the local houses that make a specialty of the artistic, in the way of calendars, hangers and catalogues, we know none that are more enterprising or who exercise finer taste than that of Charles Meinecke & Co., importers, 314 Sacramento street. The house can always be depended upon to do something special in the way of calendars, and this year they have excelled all previous efforts. The subject, which is herewith produced in half-tone, is a beautiful colored lithograph, reproduced from a celebrated painting by the celebrated Italian artist, Asti, of Rome.

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					29	30		

Internal Revenue and Customs Rulings.

(728.)

Special tax—Sales and shipments to foreign customers.
Where a broker, or other person, receiving orders from a foreign customer for whiskey, wine, oleomargarine, or other articles for the sale of which special tax is required to be paid, buys these articles and sells them on his own account in the United States, consigning them here as the property of the foreign customer to whom they are shipped, special tax is required to be paid for such sales.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., December 12, 1903.

SIR: Your letter of the 7th inst. has been received, submitting the question "whether a broker or an agent of the manufacturer may obtain orders for goods from foreign countries, subject to export and shipment by manufacturer under his bond, without liability to special tax for so doing."

There is no special-tax liability in such a case as this, where the manufacturer fills the order and makes the sale himself, the broker merely acting as shipping agent for him in sending the distilled spirits, or oleomargarine, or other goods ordered, to the purchaser abroad.

Where, however, a broker or agent, on an order received from a foreign customer for whiskey, or wine, or oleomargarine, or other articles for the sale of which special tax is required to be paid, acting for himself, buys these articles and sells them in this country, consigning them here as the property of the foreign customer to whom they are shipped, special tax is required to be paid for such sales.

The ruling to which you refer, No. 28 in Treasury Decisions, 1900 (vol. 3, p. 28), you will see refers to a case in which a person exporting an article "does not sell in this country," but is "shipping it to foreign countries, and there selling it."

The ruling in regulations No. 7, revised April 15, 1901, at the foot of page 189, that "the purchase of spirits solely for exportation and sale abroad does not constitute the purchaser a wholesale liquor dealer," is in line with above

ruling No. 28. But where the sales are made in this country, special tax is required to be paid under ruling 20877 in Treasury Decisions, 1899 (vol. 1, p. 581).

Respectfully,

ROBT. WILLIAMS, JR.,
Acting Commissioner.

MR. W. FRANK KINNEY,

Collector of Internal Revenue, Hartford, Conn.

(721.)

Marking and branding of rectifier's packages.

The ruling stated in Treasury decision 566, dated August 13, 1902, prohibiting the use of spiral brands on whole sale liquor dealers' packages of spirits, extended to rectifier's packages.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., November 24, 1903.

To collectors of internal revenue and others concerned:

Treasury decision 566 prohibited a brand in spiral form on the stamp head of wholesale liquor dealers' packages because in that form the brand is not sufficiently legible.

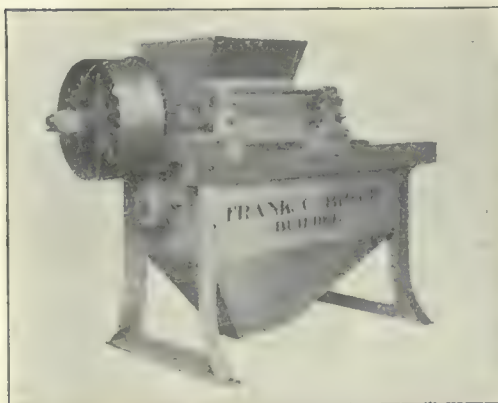
The ruling did not in terms apply to rectifiers' packages although the necessity is the same in each case, and therefore collectors will notify rectifiers that brands in spiral form are no longer to be used on rectifiers' packages of spirits.

J. W. YERKES, Commissioner.

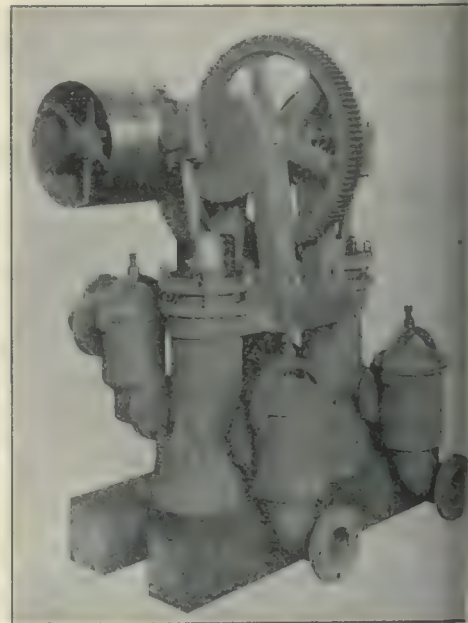
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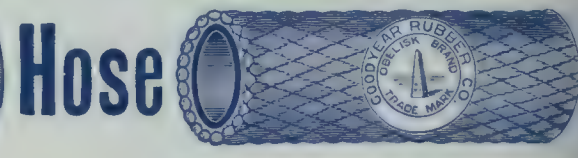
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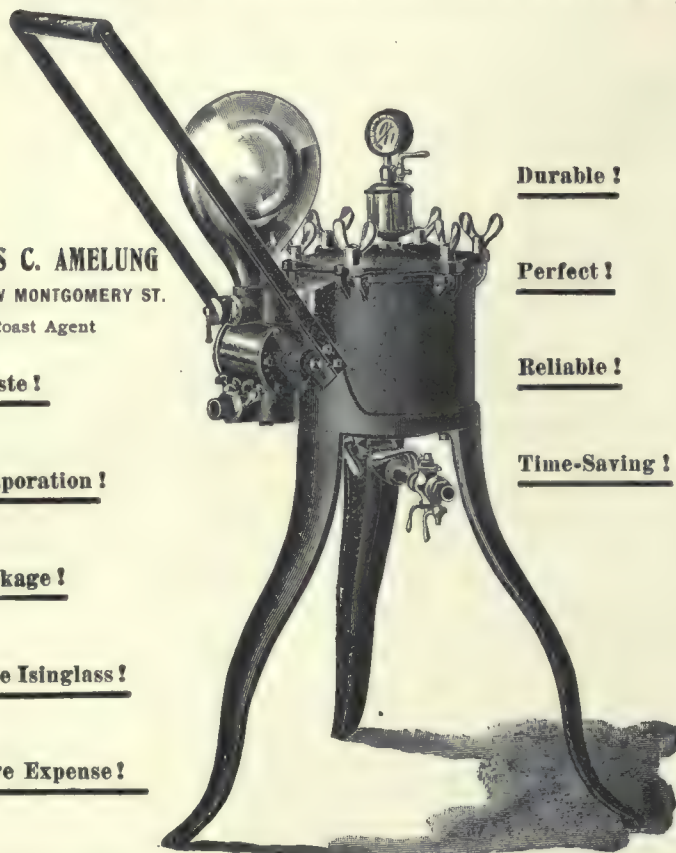
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PARIS EXPOSITION
1900

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Pan-American Exposition
Buffalo, 1901



ANNUAL STATISTICAL EDITION

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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THE TRADE OF 1903

WINES—There are no striking features in the figures of exports of California wines by sea during the year 1903. So far as the totals are concerned, there was a difference of only 24 cases in the export of wines in glass, while there was an increase of 600,000 gallons in the outward movement of bulk wines. The valuations also show an increase to the extent of about \$200,000. The exports to New York via Panama and the Horn showed a healthy increase, the figures being 5,918,750 gallons for 1903, as against 5,595,603 gallons for 1902. The contrast between the exports to Hawaii during the past and preceding years shows that that market is developing rapidly. This is illustrated by the fact that in 1902 the total exports to the Hawaiian Islands were 220,329 gallons, whereas during the past twelve months the total was 463,190 gallons. In other words, bulk shipments to our new territory doubled in one year. Wines in glass show nearly as large a net gain, the comparison being 1,898 cases in 1903 and 1,066 cases in 1902. Trade with Mexico, for some unexplained reason, shows a marked falling off. In 1902 that country took 768 cases and 124,381 gallons by sea. In 1903 the totals were 579 cases and 86,191 gallons. There was an increase of the commerce with Japan; also with Central America and the Philippines. The China trade was about normal.

BRANDY—The movements of brandy by sea for the year make a far better showing than those of the preceding twelve months. This is due to the fact that exports to European countries largely increased. The totals were 653 cases and 72,596 gallons, valued at 47,084, for 1903, as against 474 cases and 10,189 gallons, of the value of \$16,226, for 1902. Of this quantity, 12,000 gallons went round the Horn to New York and 56,896 gallons to Europe. The production of brandy during the calendar year was considerably less than that of 1902. In the latter year the output was 1,524,613.3 tax gallons, as against 1,125,108.6 tax gallons for the year just past. This latter production is less than that of 1901 by 125,000 gallons, but nearly 300,000 gallons in excess of the output of 1900. During the year there were transferred in bond to Eastern special bonded warehouses 595,896.7 gallons, which is nearly 100,000 gallons more than the figures for the preceding year. Tax-paid goods were well averaged, the total being 482,282.9 gallons, which was an increase over 1902. Brandy used in fortification of sweet wines aggregated 3,123,948 gallons, which was less than the figures for 1902. The total bonded stock in the State on January 1, 1904, was 1,702,965 gallons, as compared with 1,519,023.1 gallons on January 1, 1903. The increase in bonded stock over the year 1902 was 183,942.1 gallons, whereas 1902 during the same period showed an increase in the bonded stock of 481,865.7 gallons.

WHISKIES—The export trade in whiskies in 1903 showed no particular change as to case goods, but a healthy increase in bulk goods. The items were 18,480 cases and 45,457 gallons in bulk, in 1903, as compared with 18,358 cases and 35,984 gallons in bulk in the previous year. There was also a marked increase in the value of the exported goods.

BEER—Considering the withdrawal of troops from the Philippines, the showing in the matter of the exports of beer during the past year is very creditable, and promises better things in the future. The totals were: For 1903, 32,578 packages bottled and 1529 packages bulk, valued at \$235,550; for 1902, 33,047 packages bottled and 472 packages bulk, valued at \$252,963. In the year 1901 the totals were 20,178 packages bottled and 248 packages bulk, of the value of \$164,247.

MISCELLANEOUS—Exports of miscellaneous liquors show a sharp falling off in the movement to China, an increase of more than double to Hawaii, and the same to the Philippines. The total figures were 11,108 cases and 1962 packages bulk, valued at \$121,773. The value of the exports in 1902 was \$107,472.

IMPORTS—The imports of ale, beer and stout by sea were considerably less than those of 1902, which were far smaller than those of 1901. In the receipts of bitters there was an increase of nearly one-half. The same may be said of brandy. The receipts of champagne by sea were not worthy of mention. The imports of gin were very largely in excess of those of the preceding year, and there was a nominal increase in the imports of absinthe. The increase in the receipts of mineral waters was fully one-third, while wines were slightly larger than in 1902. In the imports of whisky there was a falling off of more than 2000 cases, but an increase of nearly 5000 barrels. Vermouth merely held its own.

SWEETS—The output of sweet wines for the year was not as large as that of 1902 by about 1,100,000 gallons, but was larger than the figures that had been estimated. The totals were: For 1903, 13,642,821.21 gallons, as compared with 14,590,910.82 gallons for 1902. The production in 1901 was 8,503,970.07 gallons. Of the 1903 product, port leads with 7,261,120.64 gallons, sherry being second with 4,639,320.64 gallons, the other varieties following thus: Angelica, 968,690.09 gallons; muscat, 692,544.27 gallons, and Malaga, 81,146.05 gallons.

In order that the comparative figures showing the imports of beer by rail be not misleading, it is necessary to state that the totals for 1903 do not include the receipts of Rainier beer. This accounts for the apparent discrepancy.

EXPORTS OF WINE

(BY SEA.)				In 1902—				In 1901—			
Year ending December 31, 1903.				Destination.	Cases.	Gals. Blk.	Value.	Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	507	22,476	.....	To British Columbia....	438	22,382	.....	To British Columbia....	756	30,907	.....
" Central America.....	1,087	151,644	.....	" China.....	719	30,351	.....	" China.....	137	63,093	.....
" China.....	189	36,174	.....	" Japan.....	146	65,247	.....	" Japan.....	306	49,479	.....
" Hawaiian Islands.....	1,898	463,190	.....	" Philippine Islands....	442	11,251	.....	" Philippine Islands....	6,169	18,289	.....
" Japan.....	189	42,788	.....	" Mexico.....	768	124,381	.....	" Mexico.....	605	79,380	.....
" Mexico.....	579	86,191	.....	" Central America.....	1,211	142,651	.....	" Central America.....	1,935	184,400	.....
" New York (via				" South America.....	183	18,982	.....	" South America.....	210	24,134	.....
Panama and Horn)....	43	5,918,750	.....	" New York (via				" New York (via			
" Philippine Islands....	250	5,354	.....	Panama and Horn)....	81	5,595,603	.....	" Panama and Horn)....	108	5,040,288	.....
" South America.....	83	27,026	.....	" Tahiti.....		42,360	.....	" Tahiti.....		70,627	.....
" Tahiti.....		49,394	.....	"*Hawaii.....	1,066	223,329	.....	"*Hawaii.....		158,008	.....
" All other countries....	265	114,810	.....	" All other countries....	120	59,503	.....	" All other countries....	208		.....
Total.....	5,100	6,917,797	\$2,557,220	Total.....	5,124	6,342,040	\$2,252,015	Total.....	10,434	5,719,205	\$2,833,449

*Includes only months from June to Dec. inclusive, 1902
†Does not include exports to Hawaii.

EXPORTS OF BRANDY.

(BY SEA.)

For year ending December 31, 1903.

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	10	.....	.....
" Central America.....	37	1,023	.....
" China.....	11	700	.....
" Hawaiian Islands.....	327	829	.....
" Japan.....	7	.....	.....
" Mexico.....	240	358	.....
" New York (via Panama and Horn).....	.....	12,046	.....
" Philippine Islands.....	100	635	.....
" South America.....	3	89	.....
"*All other countries....	18	56,896	.....
Total.....	653	72,596	\$47,084

In 1902—

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	115	325	.....
" China.....	38	5	.....
" Japan.....	4	.....	.....
" Philippine Islands.....	.....	186	.....
" Mexico.....	123	1,069	.....
" Central America.....	86	610	.....
" South America.....	6	220	.....
" New York (via Panama and Horn).....	.....	6,554	.....
"*Hawaii.....	97	353	.....
"*All other countries....	5	887	.....
Total.....	474	10,189	\$16,226

In 1901—

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	5	470	.....
" China.....	54	632	.....
" Japan.....	41	45	.....
" Philippine Islands.....	.....	1,747	.....
" Mexico.....	81	825	.....
" Central America.....	121	166	.....
" South America.....	2	640	.....
" New York (via Panama and Horn).....	1	1,260	.....
"*All other countries....	.....	20,434	.....
Total.....	305	26,219	\$25,999

*Of this amount 34,364 gallons went to London and
10,205 gallons went to Hamburg.
†Does not include exports to Hawaii.

EXPORTS OF WHISKY.

(BY SEA.)

For year ending December 31, 1903.

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	351	438	.....
" Central America.....	2,639	3,142	.....
" China.....	501	814	.....
" Hawaiian Islands.....	7,464	31,824	.....
" Japan.....	938	3,217	.....
" Mexico.....	1,773	3,727	.....
" Philippine Islands.....	3,431	1,558	.....
" South America.....	495	200	.....
" Tahiti.....	19	.....	.....
"*All other countries....	879	1,037	.....
Total.....	18,480	45,457	\$191,632

In 1902—

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	426	60	.....
" China.....	2,098	1,420	.....
" Japan.....	751	2,419	.....
" Philippine Islands.....	3,261	6,563	.....
" Mexico.....	3,101	2,476	.....
" Central America.....	4,276	5,680	.....
" South America.....	357	862	.....
"*Hawaii.....	3,304	14,796	.....
"*All other countries....	784	1,708	.....
Total.....	18,358	35,984	\$179,616

In 1901—

Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	561	.....	.....
" China.....	2,220	2,580	.....
" Japan.....	580	918	.....
" Philippine Islands.....	23,915	16,333	.....
" Mexico.....	2,632	2,265	.....
" Central America.....	4,348	4,415	.....
" South America.....	510	45	.....
"*All other countries....	755	4,269	.....
Total.....	35,471	30,825	\$308,795

*Includes only months from June to Dec. inclusive, 1902.
†Does not include exports to Hawaii.

EXPORTS OF BEER.

(BY SEA.)

For year ending December 31, 1903.

Destination.	Pkgs. Bot'd.	Pkgs. Blk.	Value.
To China.....	8,423	.....	.....
" Central America.....	477	.....	.....
" Hawaiian Islands.....	15,250	1,524	.....
" Japan.....	510	.....	.....
" Mexico.....	106	.....	.....
" Philippine Islands.....	7,143	.....	.....
" South America.....	107	.....	.....
" Tahiti.....	260	.....	.....
"*All other countries....	302	5	.....
Total.....	32,578	1,529	\$235,550

In 1902—

Destination.	Pkgs. Bot'd.	Pkgs. Blk.	Value.
To China.....	4,269	.....	.....
" Japan.....	2,175	.....	.....
" Philippine Islands.....	13,756	.....	.....
" Mexico.....	255	.....	.....
" Central America.....	2,517	.....	.....
" South America.....	125	.....	.....
" Tahiti.....	158	347	.....
"*Hawaii.....	8,438	125	.....
"*All other countries....	1,354	.....	.....
Total.....	33,047	472	\$252,963

In 1901—

Destination.	Pkgs. Bot'd.	Pkgs. Blk.	Value.
To China.....	4,676	.....	.....
" Japan.....	2,720	5	.....
" Philippine Islands.....	9,374	.....	.....
" Mexico.....	570	.....	.....
" Central America.....	1,940	59	.....
" Tahiti.....	217	184	.....
"*All other countries....	681	.....	.....
Total.....	20,178	248	\$164,247

*Includes only months from June to Dec. inclusive, 1902.
†Does not include exports to Hawaii, 1901.

EXPORTS MISCELLANEOUS.
WINES AND LIQUORS.

(BY SEA.)

For year ending December 31, 1903.

Destination.	Cases.	Pkgs. Bulk.	Value.
To British Columbia....	629	2	.....
" Central America.....	393	58	.....
" China.....	1,022	103	.....
" Hawaiian Islands.....	5,017	384	.....
" Japan.....	319	977	.....
" Mexico.....	1,408	59	.....
" Philippine Islands.....	1,693	315	.....
" South America.....	103	.....	.....
" Tahiti.....	96	4	.....
"*All other countries....	423	60	.....
Total.....	11,108	1,962	\$121,773

In 1902—

Destination.	Cases.	Pkg. Blk.	Gal.	Value.
To British Columbia....	115	1	.....	.....
" China.....	4,939	134	8,000	.....
" Japan.....	198	29	.....	.....
" Philippine Islands.....	2,366	183	1,230	.....
" Mexico.....	1,537	75	750	.....
" Central America.....	982	67	79	.....
" South America.....	128	.....	200	.....
"*Hawaii.....	2,807	151	650	.....
"*All other countries....	573	44	45	.....
Total.....	13,645	684	10,954	\$107,472

In 1901—

Destination.	Cases.	Pkg. Blk.	Value.
To British Columbia....	176	1	.....
" China.....	3,265	57	.....
" Japan.....	933	25	.....
" Philippine Islands.....	5,620	498	.....
" Mexico.....	1,187	184	.....
" Central America.....	376	409	.....
" South America.....	101	.....	.....
"*All other countries....	199	15	.....
Total.....	11,857	1,189	\$89,290

*Includes only months from June to Dec. inclusive, 1902.
†Does not include exports to Hawaii.

IMPORTS WINES, WHISKIES.

(BY SEA.)

ALE, BEER AND STOUT.

	Cases.	Bbls.	Csks.	Hhds.
In 1903.....	6,439	578	56	25
" 1902.....	7,707	374	1,175	30
" 1901.....	10,451	3,504	320	22
" 1900 (Beer only).....	3,216	55	801	25

BITTERS.

	Cases.	Csks.
In 1903.....	4,830	10
" 1902.....	2,749	20
" 1901.....	2,095	..
" 1900.....	1,580	..

BRANDY.

	Cases.	Bbls.	Csks.	Oct.	Qrs.
In 1903.....	4,003	18	219	63	38
" 1902.....	2,740	93	78	35	18
" 1901.....	2,804	64	464	30	..
" 1900.....	2,597	118	45	35	..

CHAMPAGNE.

	Cases.
In 1903.....	154
" 1902.....	1,061
" 1901.....	660
" 1900.....	3,945

GIN.

	Cases.	Bbls.	Csks.	Oct.	Pipes.	1-16th
In 1903.....	9,672	42	216	.....	.....	26
" 1902.....	6,182	65	45	15	.....	..
" 1901.....	5,673	220	5	283	.....	..
" 1900.....	5,310	36	140	146	25.8	..

ABSINTHE.

	Cases.
In 1903.....	2,685
" 1902.....	2,385
" 1901.....	1,875

LIQUORS.

	Cases.	Bbls.
In 1903.....	795	19
" 1902.....	963	2
" 1901.....	2,339	..
" 1900.....	6,219	..

MINERAL WATERS.

	Cases.	Bbls.	Csks.
In 1903.....	8,095	115	.....
" 1902.....	5,596	263	.....
" 1901.....	6,003	1,518	160
" 1900.....	6,207	678	.....

WINE.

	Cases.	Bbls.	Csks.	Oct	Qrs	Hhd	Qrs
In 1903.....	3,843	337	41	305	.....	18	31
" 1902.....	3,563	194	358	106	314	.....	10
" 1901.....	3,535	309	254	7	297	2	10
" 1900.....	3,690	509	650	.....	352	750	..

WHISKEY.

	Cases.	Bbls.	Csks.	Oct.	Hhd.	Qrs.
In 1903.....	9,167	8,131	220	381	5	2
" 1902.....	11,311	3,293	79	311	10	3
" 1901.....	14,155	5,488	368	199	8	..
" 1900.....	13,529	3,313	7	231	7	..

VERMOUTH.

	Cases.	Bbls.	Csks.	Oct.
In 1903.....	18,113	4	..	..
" 1902.....	18,409	52	1	..
" 1901.....	19,764	60	10	6
" 1900.....	17,805	2	20	..

MISCELLANEOUS.

	Cases.	Bbls.	Csks.	Oct.
In 1903— Articles.....	.....	.....	.....	.....
Fruit Juice.....	.....	77	.....	.....
Ginger Ale.....	.....	1,458	.....	.....
*Liquors and Cordials.....	3,843	5	3	.....
Rum.....	95	.....	15	35
Sarsaparilla.....	.....	26	.....	.....

*Includes 1,000 cases Amer. Picon, 10 cases 3 casks
Apricot Brandy, 25 cases Anisado, 75 cases Aquavit,
420 cases Benedictine, 21 cases Cassia, 25 cases Curacao,
40 cases Chartreuse, 15 cases Eau de vie de Gertian, 2
cases Ginger Brandy, 50 cases Kummel, 91 cases Kirsch,
2,062 cases Liqueurs, 5 barrels Pisco, 2 cases Raspberry
Cordial and 5 cases Swedish Punch.

CALIFORNIA VINTAGES—A TEN YEARS' RETROSPECTION

THE vintage of ten years ago (1893) was a large one—much greater than the existing trade in California wines warranted or could take care of. The depression which always succeeds overproduction settled on the industry. Vineyards were uprooted and such remedies as the destruction of a part of the heavy stock of wine were suggested—a counterpart of the conditions now existing in the raisin industry.

The value of the wine in first hands had fallen far below the cost of its production. Merchants were sharing the vicissitudes of the growers and wine-makers, for the depreciation in the value of their stocks of ageing wines was such that few dared to take up an inventory based on actual or prospective value of the wines.

The financial condition of the country at large was at its lowest ebb, and altogether the prospects for the California wine industry appeared little short of desperate. Competition among merchants, due to their anxiety to convert their stock of wines into cash to meet their liabilities, was fierce, and still the bottom did not appear to have been reached.

The prospect of calamity to all brought warring factions together, and a portion of the merchants amalgamating into one concern furnished an organization of sufficient financial importance to help the weaker ones over the crisis.

Then wine-makers also organized; and, while values continued low and profits at a minimum, a sufficient stability was given the business to enable it to tide over and face the vintage of 1894 with a somewhat better feeling. This vintage, while small compared to the previous one, still added to the financial burden which all were carrying.

Relations between the various interests were not entirely harmonious, but after several conferences a peace, which it was hoped would be permanent, was patched up by a tri-partite agreement whereby the inside merchants, or "Big Seven," as they were called at that time, together with the most powerful among the outside merchants, contracted to purchase for a period of years wine from the wine-makers' organization.

When the vintage of 1895—which was again quite a generous one—came along all was going as merry as a marriage bell. Growers, however, who were getting from the wine-makers only about ten dollars per ton for their grapes, did not think—and in this they were correct—that they were getting quite their share of the relative prosperity of the wine-makers, who were realizing from thirteen to fourteen cents net at their cellars for their wine. Still, it was so much better than they had previously obtained that they did not make any very vigorous objections at this time.

Then came the frosty spring of 1896, followed by a short vintage of poor quality, and the wine-makers' organization, who had several million gallons of wine in their hands, but were forgetful that the merchants also were carrying tremendous stocks from previous vintages, fancied that the wine supply could be cornered by the merchants, and, regardless of their contract obligations, attempted a cinch game, and failing in that, tried to market their wines direct to the trade.

Thus again chaos and disaster were brought on all concerned, and when the enormous vintage of 1897 occurred

it found the industry disorganized, with everybody fighting and trying to tear down the other, and in no respect, either financially or physically, able to meet the conditions of such a great overproduction of wine.

The price of grapes fell lower than ever, five and six dollars per ton being about all the majority of growers eventually realized. Wine in the great consuming centers was selling for a price which barely covered the cost of freight and cooperage.

This senseless warfare, continuing for nearly two years, cost growers and wine-makers in actual dollars, taking as a basis the price they were offered for wine at its commencement and what they eventually netted, over two and one-half millions of dollars. The merchants, though not actual losers on account of their ability to average down the cost of their wine stocks, did business in that period without any return on their invested capital.

Meanwhile, a lawsuit between the merchants and wine-makers dragged its way slowly through the courts, until both sides, tiring of the contest soon after the vintage of 1898—which proved to be a small one—made a compromise which, while it resulted in the retirement from the field of the wine-makers' organization, once again heralded better conditions for the industry.

Moderate profits were realized for a year, when trouble broke out afresh in the trade, which, though not directly involving the grape-growers or the wine-makers, would have eventually affected them, had not the strong elements in the trade agreed, after the vintage of 1900, which was again a light one, that it was better to hang together, for if they did not, as was once said by Benjamin Franklin, "They would assuredly hang separately."

The vintage of 1901 was even shorter than the two previous ones. The price of grapes and wine from first hands soared far above the parity for wine in the open market, and things began to look blue for the supply of merchantable wine for aging purposes.

A favorable crop season having developed in 1902, the merchants determined at all hazards to replenish their stocks by purchasing grapes and making up wines themselves, instead of depending so largely upon the wine-makers, who, instead of being satisfied with reasonable prices compared to the cost of grapes, had in the previous year taken advantage of the short supply to demand prices which left little profit to those who furnished the capital to distribute the wine.

A grape-growers' millenium resulted. It was hard to believe, after four successive short vintages, that the acreage remaining after the ravages of vine diseases, whose destructive influence had been widely heralded, could produce an oversupply of wine. A fierce competition ran the price of grapes to abnormal figures—so great, indeed, that if newspaper reports can be relied upon, many growers realized from the one crop enough to cover the value of their entire investment. But no one realized the magnitude of the vintage of 1902—the greatest that California has ever produced—until it was too late to save wine-makers from the inevitable loss which must result from having to carry over and bear interest and evaporation on such high-costing wines until the enormous stock which the merchants had accumulated should have gone into consumption.

It was useless for wine-makers to attempt a direct marketing, for their wines were unmaturing, and, by reason of the great yield of the grapes, coupled with the fact that in some cases the use of sugar was necessary to correct the low percentage, were generally not of the quality, unblended with older wines, to meet the requirements of a trade which had become accustomed to the excellent standards adopted by the regular merchants.

Beyond this, the merchants, realizing that high prices might tend to limit consumption, have not for several years raised their prices in the open market, so that a figure for wines relative to the high cost of grapes during the 1902 vintage was impossible to realize.

It began to look as though the industry was facing another disaster, and had it not been for the great financial resources of the merchants, the unanimity which actuated their business dealings and the conservative manner in which they handled their inventories in previous years, nothing could have averted a serious crisis.

The conditions at the opening of the 1903 vintage were serious. The grape crop was again a large one—in some dry wine districts greater than that of 1902, but on the average somewhat less. Cellars were crowded with wines of previous vintages, clouds were apparent on the financial horizon, and altogether the outlook was extremely dubious. The grape-growers, who were carrying no burdens, having been paid cash for their grapes at the abnormally high prices of 1902, felt aggrieved that these high prices and cash terms could not again be offered, and blamed the merchants' organization, which should have been supported and praised for having prevented a disastrous crash after the abnormal vintage of 1902, instead of being execrated for refusing to commit suicide by offering prices and terms for grapes which they could not, in view of the tremendous carry-over and uncertain financial conditions, have obtained the bank accommodation to pay for. Curiously enough, bankers who would, if applied to, have refused to extend the necessary financial assistance, were among those who criticized the merchants' organization for following a course which tended to conservatively preserve the interests of all, and thus averting the danger of a crisis in the wine industry which might have brought on conditions of insecurity and loss of credit and confidence from which it would have taken years to recover.

It is so easy to criticize the actions of others when no responsibility for the outcome attaches to the criticizer. Had the conditions which now face the raisin business been invited in the wine industry these same criticizers would perhaps have been the first to expatiate upon the unwisdom of taking an unduly sanguine view of market conditions and possibilities for a product of the soil on the part of the merchants, and the consequent undesirability of the wine business as a conservative avenue for the large line of credit which is at periods necessary for its purposes.

The vintage of 1903 has been safely housed and cared for. A large proportion of the wine is in strong hands, and the California wine industry enters the new year with every assurance for a continuance of the favorable conditions which have ruled for the previous three years; not, perhaps, for another mad orgie of grape prices, as in 1902, nor for the putting up of wine prices to figures which may limit consumption, but to a safe, conservative prosecution

of the business which will insure to all a fair degree of prosperity without those violent fluctuations which make speculation in Wall street a safe business in comparison.

If the growers and wine-makers are content to let well enough alone and reasonably meet and discuss with the merchants the conditions from year to year, this prosperity can continue for a long time; but if it is to be a case of "dog eat dog," with neither side caring anything for the interests and well being of the other, then chaotic conditions may recur.

No one would be willing, nor could they, without the enormous volume which is now concentrated, conduct the business on a less margin per gallon, or be content to draw down a smaller rate of dividend in an undertaking which, from the fact that a new crop comes along before the previous vintage has been marketed, is necessarily uncertain in its results, than the capital which is now engaged in it, and should growers desire to initiate their own establishments for the making and maturing of wines it will relieve this capital from the anxieties which surround it in times of tight money markets, and also from the responsibility for maintaining conditions in the open market which have hitherto been concomitant of the manufacturing and holding of immense stocks in a few hands; though to this concentration is probably, more than to any other cause, due the stability and confidence throughout the trade which has unwaveringly characterized the open market for wines for some years past.

BY PERCY T. MORGAN

PRES. CALIF. WINE ASSN.

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

TELEPHONE MAIN 5716

San Francisco, California

The Pure Wine Bill.

EDITOR REVIEW:—The members of the St. Helena Committee were called upon to meet Congressman Bell on January 2, the day previous to his departure for Washington, in order to discuss with him the merits of his National Pure Wine Bill, introduced in the House of Representatives (H. R. 6779), for the protection of the purity of American wines, "imposing a tax on pure and compound wines, providing for the collection thereof, and for other purposes, referred to the Committee on Ways and Means, and ordered to be printed."

It was unfortunate that Mr. Percy T. Morgan, a leading member of the committee, happened to be out of town. The gentlemen present were: Andrea Sbarboro, Chairman St. Helena Convention; H. M. La Rue, Chairman of the Committee; Jacob Beringer of Napa County, Charles Bundschu, I. Rankin and Pietro Rossi.

Congressman Bell stated that he had worked faithfully and earnestly under the inspiration and with the co-operation of Professor Wiley, of the Agricultural Department, to formulate the present bill, and while he did not claim that it answered the requirements of a national law in every respect, he thought the measure should fully cover the aspirations of California for the preservation of pure American wines. In his estimation, the passage of the bill would mean the extermination of bogus wines and of all other spurious articles now jeopardizing the very existence of the California vineyards and the viticultural industry at large. He knew that the fight was a complicated one, but the efforts of the present administration and its departments were intelligently directed towards the protection of all our food products, as effectively demonstrated in the line of all imported articles; and therefore he could confidently depend on the sympathies of Congress in support of the bill. The provision of the bill "that, for the purposes of this Act, pure wine is defined to be the fermented juice of the fresh grape, without addition of foreign substances," has the full endorsement of Professor Wiley of the Department of Agriculture, and therefore he felt justified in making it the foundation of the legislative act.

The leading objection raised by some of the gentlemen present was the creation of a special tax of 1-10th of one cent per gallon, to be paid under a sworn declaration of the quantity of pure wine made every year by every wine-maker in the United States. The tax on impure wines, being stipulated at 25 cents per gallon, would, it was pointed out, act almost prohibitively against adulteration, and therefore could not be relied upon to produce the necessary funds for a successful administration of the law through the Revenue Department.

It was emphasized by Congressman Bell that this minimum tax, freely tendered by the wine-makers, would largely revert to their benefit in the increase of the value of their estates and of the price of the pure product.

Against this contention, the opinion was expressed that the voluntary suggestion of placing a tax on pure wines might soon encourage other interested parties (not in the wine line) to demand a more formidable tax on all wines, in proportion to the one now levied by the Government on beer, and that it certainly would not appeal to our overburdened grape-growers and wine-makers to initiate a public movement in this direction.

Mr. Bell pledged his conviction that Congress would

fully understand the motives and purposes of his bill, and that no desire to unduly tax a product of the soil that required so much devotion and sacrifice in its natural development would ever emanate in Congress, or receive Congressional support.

The fact was alluded to that pure butter had not been made the subject of legislative enactment, but that oleomargarine and other imitations of butter were heavily taxed, and the question arose why this principle could not also be applied to wine.

In answer to this it was explained that the Oleomargarine Bill was a result of the Interstate Commerce Law, which was not applicable in this connection, and that therefore the result could not be the same.

The necessity of permitting the addition of a limited quantity of water to must containing an overdose of natural sugar, in order to secure a ready fermentation, was also alluded to, but no final conclusion was formed. It was deemed pertinent and judicious to uphold, on the part of California, the view that the denomination "pure wine" should be applied only to the pure juice of the grape. It was pointed out, however, that the Sweet Wine Law of the United States allowed the addition of up to 8 per cent of pure cane sugar in the manufacturing process of sweet wines at the wineries of the country.

Before closing the discussion Congressman Bell assured the committee that he would obtain further information from various sources with the view of ascertaining if the obnoxious feature of the bill—the taxation of the pure article—could not be eliminated, or if something else might not be substituted which would make the bill equally effective. The provision of the bill making it mandatory that natural American wines should be branded and labeled "Pure American Wine," and prohibiting the placing of foreign labels on our home product, would evidently be of immense benefit to California vintages.

The committee strongly emphasized the opinion that the burden and restriction unavoidably necessary in the provisions of a pure wine law should touch the producer of the pure article as lightly and as equitably as possible, while the regulations should at the same time deal severely with the imitator and adulterator. Members of the committee also expressed cheerful anticipation that the further development of a national pure wine law would be treated with consideration, expedition and discretion by our Representatives at Washington.

CHARLES BUNDSCHU.

San Francisco, January, 1904.

A New Market for California Wines.

If Buenos Ayres, the capital of the Argentine Republic, is not a new market for California wines, it is, at any rate, one that has not yet been exploited to any very great extent. It is interesting to note, therefore, that Chauche & Bon of this city recently shipped a consignment of fifty cases from San Francisco to the South American city mentioned. Mr. McCann, a member of the firm, says this is the first shipment Chauche & Bon have made to Buenos Ayres, and, so far as he knows, the first made by any Californian concern. The goods were shipped through New York, and so had to travel some 8,000 or 9,000 miles before reaching their destination. The freight from California to Buenos Ayres is higher than from Italy, Spain, or France, so that the manufacturers of this State are up against something pretty formidable if they are to make an impression on this distant market. The goods were purchased by a gentleman who is an unbounded admirer of Californian wines, and as he will probably do a little advertising amongst his friends in a quiet way, Mr. McCann is hopeful that the trade may develop.



Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

WUNDER BEER

THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
AND IS STILL INCREASING AT THE SAME RATIO

THE REASONS ARE PLAIN:

The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

For Agency Privileges in
Kegs or Bottles Write to

WUNDER BREWING COMPANY

San Francisco, Cal.



William Wolff & Co. on the 1903 Trade.

In compliance with your desire for data pertaining to the conditions of the business in foreign wines and spirits during 1903 we have to refrain from a general market report and must confine ourselves to our importations solely.

We are glad to state that the excellent quality of the Moët & Chandon White Seal Champagne, in keeping with the rapidly growing demand for this brand all over the country, is also followed up by increased popularity on the Pacific Coast. Our sales are growing considerably, and since the vintage now placed on the market must appeal to the most discriminating consumer, we have all reason to expect a still larger demand in the course of next year and to maintain our lead.

Martell brandy is always in lively and steady demand, its age and inimitable natural bouquet rendering it exempt from inroads from the local product and the competition of younger brandies.

Andrew Usher Scotch Whisky still continues to hold its well-earned popularity in the estimation of connoisseurs of a good reliable Scotch whisky.

The importation of still wines, clarets, Burgundies and Rhine wines are somewhat checked by the improvement in the quality of the California product, although when Rhine wines are demanded the Deinhard brands continue to receive first consideration.

The output of Messrs. Cantrell & Cochrane's ginger ale shows no falling off. Those who use this delicate beverage evidently prefer to pay a higher price rather than use local articles or the inferior imported.

The importation of Old Tom and dry gin and orange bitters distilled by Robert Burnett & Co. is rapidly gaining friends on the Coast.

The Old Government and Green River Whiskies, for which we are agents, are gaining in popularity not only in San Francisco, but all over the Pacific Coast. In addition to the sub-agencies we have established, it appears to be a manifest desire on the part of a number of leading liquor dealers to make agency arrangements, which feature points to a natural and increasing demand for these brands.

Cordials from Messrs. Nuyens & Co., for which we assumed the agency about a year ago, are paving their way to public favor.

As to the bottling of Messrs. Read Bros., London, of their Dog's Head Ale and Porter, there is no change to note. These staple commodities maintain their hold on the trade as before.

LASH'S BITTERS
TONIC LAXATIVE



LOS ANGELES DEPARTMENT



LOS ANGELES, Jan. 20.—Prices of wines in Southern California will remain firm, despite the rumored over-production. The California Wine Association, it is said, will maintain the price of 42½ cents. Ferdinand Frohman, assistant manager of the California Wine Association, was in the city for a time, and had an excellent opportunity to estimate the condition of the local field. Cosmo Morgan, agent of the Association, says that more than a million gallons of sweet wine was made in Southern California in the season now closing and the amount of dry wines is difficult to ascertain because of the secrecy observed by the makers.

At the conclusion of the wine-making season it is found that the wineries have all done well. The San Gabriel Wine Company has sold all its products in brandies and wines to Charles Stern & Sons. John McClure of Shorb is said to be selling to Eastern buyers, for shipment to New York. Etienne Brothers have sold all their wines. The Baldwin Distillery Company is still making brandy for warehouse. The Sierra Madre Company has suspended operations.

Special Bonded Warehouse No. 4 of the San Gabriel Wine Company has been discontinued. In place of the barrels of brandy at the repository, now can be seen leather and other supplies to be used by the Dolge Felt Factory. Special Bonded Warehouse No. 2, S. M. Bernard proprietor, will be discontinued this month and all brandy will go to Special Warehouse No. 8, owned by the J. E. Cook Mercantile Company.

SOUTHERN CALIFORNIA NOTES.

Secondo Guasti, president of the Italian Vineyard Company, sends word that he has established in New York a branch house for the sale of Southern California wines, at 202-204 Center street, in that city. Already thirty-five carloads of Southern California wines have been sent by the company to the New York house.

At the winery of the Italian Vineyard Company, in Los Angeles, it has been determined that the capacity of the Sanders continuous still is 20,000 gallons in every twenty-four hours. The product is of 180 proof.

Otto W. Mondell, who is a star detective for the Anti-Saloon League in detecting illegal liquor selling, is being sought by the officers of the law. He is charged with getting money by false pretenses. Mondell found in his own peculiar way several "blind pigs" in Pasadena. Frank F. Ey of San Francisco is his accuser.

Joseph Maier, of the brewing firm of Maier & Zobelein, who has been seriously ill since his return from Europe, is reported to be in so much better health that his friends have hopes of his reappearance in business circles again.

Henry S. Baer, of the West Glendale Wine Company, will next year install a new continuous still at the plant. The West Glendale works have turned out an excellent product this year in brandy and sherry.

It has been the common talk in Los Angeles that Eastern buyers, hearing of the great yield of wine in this section,

are holding off their offers. One Eastern buyer has been in Los Angeles several weeks sizing up the situation and nobody knows how much wine he has bought.

P. Max Kuehnrich, President of the Los Angeles Brewing Company, expects to form a corporation for the purpose of maintaining an extensive plant for the manufacture of a non-alcoholic wine—an article said to be a desideratum with the temperance folks who have a horror of all that is alcoholic, and yet like their wine. Mr. Kuehnrich does not expect to let the new enterprise interfere with his brewery interests.

It is reported that the Los Angeles Brewing Company will in February begin the construction of its new \$40,000 brew house as an addition to the extensive plant now operated by the company.

Rol King, who recently sold his Richelieu Saloon, at the corner of Spring and Second streets, for \$10,000, is in San Francisco, preparing for his trip to the St. Louis Exposition with a moving picture show depicting scenes in California. Rol is a popular caterer, whose many friends wish him abundant success in whatever line he may engage.

Tiring of the impositions of the ice companies, the Wholesale Liquor Dealers Association of Los Angeles has taken a large block of stock in a new and independent company, formed for the purpose of manufacturing ice. The new concern will put up a \$200,000 plant and make ice for its own stockholders principally. It is not expected that prices will be cut, but the largest consumers will be among the stockholders of the new concern. It is said the capacity of the plant at the first will be fifty tons a day. As the saloons will all derive their supplies from the new source the ice trust will be made to feel chilly.

Few retail liquor houses in Los Angeles carry as big a stock of whisky as does the Magnolia, in South Spring street. Salter & Weber have on hand from sixteen to eighteen barrels of whisky at all times and much other stock.

COSMO MORGAN **LOS ANGELES**

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR
CALIFORNIA WINE ASSOCIATION
SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.

The license of the Presidio Saloon, at the corner of Spring and Sixth streets, sold for \$4,000.

Local liquor interests are interested in the rumor that there is to be an important change in the Police Commission by the resignation of Commissioner Craig.

O. C. Crowder was fined \$150 for selling liquor at Santa Monica without a license. His judgment was an alternative one, and he paid the \$100 at once and was given three months to pay the rest or serve time for it. In the meantime, he went into bankruptcy and turned the \$50 fine in with his liabilities. He was arrested a few days ago and put into jail to serve the time necessary because he had never paid the \$50. In a habeas corpus case a Superior Court Judge of Los Angeles has decided that Crowder should not have included the fine in his liabilities, and he will have to pay it or suffer the consequences.

J. P. Blank, general western agent of the Anheuser-Busch Brewing Company of St. Louis, whose jurisdiction extends from the Missouri River west, left for the north after a two weeks' stay. Mr. Blank will reach St. Louis about April 20, and will return home by way of Portland, Ore., Vancouver, B. C., Spokane and St. Paul. He says the company he represents has built a large hotel on land owned by the corporation, in which representatives of the brewery and others will be entertained during the World's Fair. Every agent of the Anheuser-Busch Brewing Company, or visiting brewers, will be welcome at the hotel and their comfort looked after by the home agents. W.

A change has been made in the management of the firm of H. Buneman, wholesale liquor dealers, of Front street. Mr. A. J. Buneman, who was the manager, has relinquished the position, having gone on an extended wedding trip to Europe, which will last for possibly the greater part of a year. Mr. H. L. Rea has succeeded him in the management. Mr. Rea is well known as an internal revenue and customs house broker, having been in that business for the past 16 or 17 years. It is not probable that Mr. Buneman will take up the position of manager on his return from Europe.

Anent Experimental Station Work.

EDITOR REVIEW—Dear Sir:—In the October number of the WINE AND SPIRIT REVIEW, an article was written by Mr. G. C. Husmann, Viticulturist of the United States Department of Agriculture, in which was outlined the work to be carried out by the Department. This statement was worded in such a way that the public was entirely misled as to the nature of the work.

The United States Department of Agriculture has signed an agreement with the California Agricultural Experiment Station, by which they are to carry on, in co-operation, some experiments along viticultural lines. This agreement was signed by Dr. Galloway, for the Department of Agriculture, and by Dr. Hilgard, for the State Experimental Station.

As the State has been very slow in furnishing the funds needed to carry out experiments in viticulture, that should have been done years ago, some of the prominent viticulturists and enologists of the State asked the United States Department of Agriculture for help. As a result, the present understanding was entered into between Dr. Galloway and Dr. Hilgard.

Mr. G. C. Husmann and myself have traveled together over a good portion of the State, and have examined and discussed locations that might be favorable to the establishment of experimental plots, and as a result Mr. Husmann, as representing the United States Department of Agriculture, located the stations at Fresno, Napa, Sonoma, Geyserville, Mountain View, Livermore, Concord, Lodi, Cucamonga.

The United States Department of Agriculture makes the leases of these plots and stands all of the expenses, thus relieving to that extent the small Viticultural Budget of the State. This will enable the State Experimental Station to give more attention to problems of culture, study of varieties, fertilizing, diseases, fermentation, etc.

The field observation will be made jointly by the Federal and State Viticulturists, and the necessary analysis will be made in the laboratories of the Experiment Station at Berkeley.

There has been a tendency to ignore the position of the State Experimental Station in the establishment of these experimental Stations, and I think that the public needed a little light on the subject.

Very truly yours,

E. H. TWIGHT.

University of California, December 28, 1903.

ASTOR WHISKEY



SHEA BOCQUERAZ CO.

Controllers

ASTOR DISTILLERY

M. SELLIGER CO., LOUISVILLE, KY.

Why Pabst Excels.

EDITOR REVIEW—DEAR SIR: In response to your request that we write you a few lines in relation to good beer, we beg to say, good beer depends upon three things—the malt, the brewing, and the cleanliness and care in both. But first of all, malt is the principal factor, for malt is the soul of beer, and that is because it is the principal substance in beer, for while hops impart the flavor, it is the malt that gives it body and strength. As is the malt, so is the beer.

But what is malt?

Malt is the grain barley after it is steeped in water and partly sprouted and kilned or dried. How good the malt is depends upon how it is steeped and sprouted or germinated and killed or dried. How good beer is depends upon how good the malt is.

It used to be that brewers put their barley in vats of water and there soaked it in a haphazard way until they got time to spread it on the malt house floor; and the old-time malt house floors were a problem, too, and sometimes clean, and oftentimes unclean. But clean or not, the wet barley was spread out there until it sprouted or germinated as best it could, the malt men in the meanwhile turning it over with shovels and wading through the grain up to their knees, working in foul air and a temperature as uneven as the weather itself, varying from hot to cold,

either oversprouting the grain or sprouting it not enough; and even to this day that primitive process still obtains both in the regular malt houses and in the breweries, and the malt produced is poor malt, and the poor malt has never made good beer yet, nor ever will, for malt is the soul of beer.

There is a new malt house in Milwaukee—the great, new malt house of the Pabst Brewing Company. It is different from every other malt house ever built; different in construction; different in arrangement; different in machinery and equipment, and different in the product, for the product is at last a perfect malt, and it is the only perfect malt ever produced. The walls of this Pabst malt house are several feet thick, with treble windows closed and sealed. That means a uniform temperature, never varying, never changing, always the same year in and year out, and yet the air within is purer than the lake breeze—for it is the lake breeze itself, drawn by suction, through hundreds of metallic sheet filters over which plays a constant spray of filtered artesian water, brought through solid rock and gravel from a depth of 1,500 feet.

Pure air at a uniform temperature is absolutely essential to the development of perfect malt, and the air in the Pabst malt house is absolutely pure, and maintained at an invariable temperature.

Good, clear and wholesome beer is the result of this care in preparing the malt.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZOON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

Fifty-eight years of scientific brewing with honest materials and scrupulous attention to details have made possible the perfection reached in Pabst Beer.

In the discussion of pure food in the United States Senate, Senator Mason of Illinois declared that an investigation and analysis of Pabst Beer by experts in the Agricultural Department proved that not an ounce or drop of preservative was found in Pabst Beer, and that is to be said to the honor and credit of Pabst.

Yours truly,

THOS. W. COLLINS.

San Francisco, January 25, 1904.

Trade Circulars.

DEAR SIR: We take pleasure in notifying you that we have this day incorporated our firm and have admitted as shareholders our old and trusted employees, Thomas H. Nichols, Chris B. Abraham, Wm. E. Brodersen and Edward J. Warnecke; the new firm will be known as Wichman, Lutgen & Co., Inc. We thank you kindly for past favors and hope for a continuance of your esteemed patronage.

Respectfully yours,

WICHMAN, LUTGEN & CO.

Foreign Names for Californian Wines.

On this subject the "American Wine Press" quotes prominently in its current number a quotation from the sworn testimony of Dr. H. W. Wiley, in 1899, before the Senate Committee on food adulterations, containing statements that are open to correction. The quotation from the doctor's evidence is as follows:

"Our Californian friends are not entirely without sin in this matter (using foreign names on wine labels), and they have adopted boldly the foreign name in some instances, so that you can buy 'Liebfraumilch' and 'Johannisberger' and 'Rudesheimer' anywhere along the Sonoma Valley. They do not put foreign labels on, however. Whether or not this is exactly honest, I will leave with the conscience of the dealers."

(See Senate Report, pages 40-41).

This extract came under the notice of Mr. Charles Bundschu, of the Gundlach-Bundschu Wine Co., whose acquaintance with the practices and conditions in the Sonoma Valley is about as extensive as that of any man, and he states that Dr. Wiley has (inadvertently, of course) made statements that cannot be substantiated. "In Sonoma Valley wines," Mr. Bundschu says, "I have never seen any bearing the name Liebfraumilch or the name Rudesheimer. No Sonoma Valley wines are branded with those distinctively German names. But the word Johannisberger is sometimes used. That word is simply the nomenclature of the grape, which is a very scant bearer, and is so called everywhere. Johannisberger wine is a particular kind of Riesling, and the term identifies that type as distinguished from others, such as Franklin Riesling, Green Riesling, Klienberger Riesling, etc. On all Johannisberger wines bottled in the Sonoma Valley the word California also appears, so that nothing of an underhand nature is attempted."

The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

Of the Franklin Circuit Court, April 9, 1891 (Excerpt)

"Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY,

and from representing or describing any of their whiskies as **TAYLOR WHISKEY,** either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, or in any way whatever."

There is but one **OLD TAYLOR** Distillery in Ky.

(INCORPORATED)

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct
supervision of the United States
Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OR
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one Old Taylor Whiskey Distilled in Ky.

Unique and Beautiful.

OUT of the mass of advertising matter which reaches us, it is not often we can select any that might be called unique and beautiful. But, happily, we are just now in receipt of a specimen of modern work which vies with the most chaste work in ivory and would grace the walls of a boudoir. It is a celluloid showcard of the finest finish, in colors of softest, richest tints. The card represents a mounted hunter, costumed en regle of the sport, and his steed leaping the bars, far in the lead. It is spirited, graceful and lifelike. More than all, its inscript line is a telling play on words, and reads, "First Over the Bars." This is apropos of Hunter Baltimore Rye, which the card advertises. It is needless to add that this celebrated whisky, of world-wide fame, has fairly won its marvellous success by its uniform superior quality, age and faultless flavor. Things that do not deceive or disappoint are sure to win favor.

A well-merited promotion of a trusted employee has taken place in the firm of Livingstone & Co., Davis street. Mr. J. Wertheimer having withdrawn from the business, Mr. J. E. Miner has been taken into partnership. Mr. Miner has been a traveller for this house for 19 years. The partnership now consists of Mr. M. C. May and Mr. Miner, but the style of the firm remains Livingstone & Co.

New Wine Filter and Pasteuriser.

The Pacific Copper Works, in Mission street, has recently placed on the market two articles connected with the wine trade that it will well repay manufacturers to inspect. One is a wine filter of new and improved construction, admirably adapted for use in small wineries and in wholesale liquor houses. During the last three months a number of these filters have been sold, and the users of them report that the article has given the utmost satisfaction. It is made in sizes both large and small. The other novelty is a new type of pasteuriser, adapted for the treatment of wine, by means of which the liquor is rendered fit to be transported long distances, even in the most trying climatic conditions, such as across the equator. Like the filter, it is fitted for use in small wineries and in wholesale liquor houses, and those who have used the pasteuriser give a very favorable report as to its efficiency. It can be made in sizes capable of dealing with from 1,000 to 50,000 gallons of wine per day. For both these articles Mr. Wagner, of the Pacific Copper Works, has applied for patents. The company intends to push them prominently forward this year, and fully expects that they will prove very popular.

The Shea-Bocquerez Co., of Market street, report having purchased the complete stock of Astor whisky distilled by the Max Seliger Company of Louisville. It is a very large stock, and the firm expects to freely market it in this and adjoining States.

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
**NATURAL
MINERAL WATER
BARTLETT**

The best
in the world

For the cure of
**CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES**

As a bar or table water
it has no equal.

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



“FOR THE HOME AND CLUB”

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.

WINE AND BRANDY EXPORTS BY SEA

From December 25, 1903, to January 25, 1904.

WINE.

TO HAWAIIAN ISLANDS.

W H Marston	Honolulu	465
Coronado	"	780
Sierra	"	21
Martha Davis	Hilo	10
Olympic	Honolulu	20
Falls of Clyde	Hilo	3,456
Mobican	Honolulu	1,442
H C Wright	"	4
"	Mahukona	5
Alameda	Honolulu	65
Irmgard	"	6
Nevadan	"	3
"	Kahului	2,150
"	Wailuku	1,000
Sonoma	Honolulu	31
Total		160
Value		\$13,939

TO TAHITI.

Tropic Bird	Papeete	J Pinet	845
Mariposa	"	French-American Wine Co.	106
"	"	California Wine Association	257
"	Tahiti	Lachman & Jacobi	51
"	"	Gundlach-Bundschu Co.	500
"	"	C Schilling & Co.	258
"	"	A Repsold & Co.	100
"	"	Italian-Swiss Colony	4,247
"	"	California Wine Association	155
Total			6,519
Value			\$2,536

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Cy of Pan/ma	N York via Panama	Italian-Swiss Colony		12,550
"	"	Lachman & Jacobi		12,770
"	"	California Wine Association		16,500
Acapulco	"	"		17,500
"	"	C Schilling & Co.		22,505
"	"	Cioeca & Lombardi		1,122
"	"	French-American Wine Co.		1,300
"	"	Gundlach-Bundschu Co.		7,500
"	"	Italian-Swiss Colony		13,750
"	"	Geo West & Son		15,000
Peru	"	Gundlach-Bundschu Co.		5,000
"	"	Lachman & Jacobi		17,894
"	"	Sutter Home W & Dg Co.		250
"	"	Italian-Swiss Colony		10,540
San Juan	"	California Wine & Brandy Co.		250
"	"	C Schilling & Co.		21,425
"	"	Lachman & Jacobi		4,886
"	"	Cioeci & Lombardi		4,200
"	"	French-American Wine Co.		1,820
"	"	California Wine Association		34,270
Colon	"	"		13,948
"	"	French-American Wine Co.		5,250
"	"	Lachman & Jacobi		13,636
"	"	Geo West & Son		5,000
"	"	Gundlach-Bundschu Co.		10,000
Nebraskan	N York via Horn.	"		15,000
"	"	Farnsworth & Ruggles		20,640
"	"	Italian-Swiss Colony		50,000
"	"	Chas Stern & Son		12,500
"	"	Lachman & Jacobi		75,000
"	"	H Lafranc		20,640
"	"	Ben Lomond Wine Co.		15,250
"	"	Geo West & Son		72,500
"	"	California Wine Association		150,000
Total				700,315
Value				\$302,804

TO SOUTH AMERICA.

Peru	Esmeralda	Mohs & Mohs	4	
Serbia	Manta	C Schilling & Co		540
Total			4	540
Value				\$245



QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO



TO MEXICO.

Bktn Omega.	Santa Rosalia...	Felix Santallier.....	20	5,220
Acapulco....	Acapulco.....	Urioste & Co.....	102	
"	"	W Loiza & Co.....	28	
"	Mazatlan.....	Italian-Swiss Colony.....	40	
Curacao....	"	"	100	
"	"	Gundlach-Bundschu Co.....	590	
"	"	California Wine Association.....	6 0	
"	Ensenada.....	"	100	
"	Altata.....	"	580	
"	"	Maldonado & Co.....	157	
"	La Paz.....	"	169	
"	"	Progress Mining Co.....	48	
"	"	Lachman & Jacobi.....	28	
"	Santa Rosalia...	W Loiza & Co.....	98	
"	Mazatlan.....	"	312	
"	Guaymas.....	"	333	
"	"	Thannhauser & Co.....	262	
"	"	Wellman, Peck & Co.....	50	
"	"	B Frapolli & Co.....	979	
"	"	Schlessinger & Bender.....	295	
"	"	Napa & Sonoma Wine Co.....	378	
"	"	Gundlach-Bundschu Co.....	211	
"	"	Crown Distilleries Co.....	108	
"	Topolobampo ..	Goldberg-Bowen Co.....	1	
Winchester..	La Paz.....	"	52	
"	"	Thannhauser & Co.....	334	
Serbia.....	Tonola.....	W Loiza & Co.....	100	
"	Mazatlan.....	B Frapolli & Co.....	21	
"	San Benito.....	"	100	
"	"	Italian-Swiss Colony.....	390	
"	"	California Wine Association.....	200	
"	Salinas Cruz....	E G Lyons Co.....	65	1,650
San Juan....	Manzanillo.....	Maldonado & Co.....	50	
"	Mazatlan.....	Leo Metzger & Co.....	20	
"	San Blas.....	O Schilling & Co.....	40	
Colon.....	Acapulco.....	California Wine Association.....	300	
"	"	E G Lyons Co.....	5	167
Total.....			96	14,203
Value.....				\$6 232

TO PHILIPPINE ISLANDS.

Nippon Maru	Manila.....	Pacific Oriental Trading Co.....	252
Coptic.....	"	Maldonado & Co.....	100
Total.....			100
Value.....			\$394

TO BRITISH COLUMBIA.

Queen.....	Water Pt Roberts	Oliveta Wine Co.....	20
Cy of Pueblo	Vancouver.....	"	158
Umatilla....	Lady Smith.....	L Lerda.....	150
"	Vancouver.....	Gundlach-Bundschu Co.....	70
Queen.....	"	Chas Bach.....	20
"	"	California Wine Association.....	52
"	"	V Sattul.....	10
"	Victoria.....	Lachman & Jacobi.....	255
"	"	C M Mann.....	306
Cy of Pueblo	"	R Petri & Co.....	50
"	"	B De Bernardi.....	102
"	"	Cogorno & Croce.....	102
"	"	Schlessinger & Bender.....	82
"	Roseland.....	"	144
"	Vancouver.....	"	83
"	Nanaimo.....	National D & T Co.....	40
"	"	C M Mann Co.....	103
Total.....			40
Value.....			\$49

MISCELLANEOUS.

Galilee.....	Fanning Islands.	L T Snow.....	1
Queen.....	Sitka.....	Tillmann & Bendel.....	1
Nippon Maru	Samarang.....	O Schilling & Co.....	484
Sierra.....	Dunedan.....	California Wine Association.....	25
"	Apia.....	Gundlach-Bundschu Co.....	30
"	Auckland.....	"	100
Cy of Pueblo	Sitka.....	Goldberg-Bowen Co.....	4
Mary & Ida..	Squaw Harbor.....	Well Bros & Sons.....	70
Umatilla....	Juneau.....	Cioceca & Lombardi.....	100
"	Douglas.....	"	350
Siberia.....	Rangoun.....	O Schilling & Co.....	1
Cy of Pueblo	Skaguay.....	J F Plumel.....	51
Coptic.....	Chemulpo.....	S Foster & Co.....	61
Sonoma.....	Pago Pago.....	Goldberg-Bowen Co.....	3
Total.....			31
Value.....			\$949

TO JAPAN.

Nippon Maru	Higo.....	California Wine Association ..	258
Coptic.....	"	Spohn Patrick Co.....	51
Total.....			309
Value.....			\$98

C. H. HILBERT, PRESIDENT

C. M. REYNOLDS, MANAGER

Hilbert Mercantile Company

SUCCESSORS TO

HILBERT BROS. AND CHRISTY & WISE COMMISSION COMPANY

SOLE PACIFIC COAST AGENTS FOR

A. B. C. Beer

Hunter Baltimore Rye

Buchanan's Black and White Scotch

H. B. Rye and Bourbons

El Monte Whiskey

Ruinart Vin Brut Champagne

Union League Whiskies

American Club

213-215 Market Street

San Francisco, Cal.

TELEPHONE PRIVATE EXCHANGE 313

TO CHINA.

Siberia	Tsingtan	Lachman & Jacobi	354
"	Shanghai	B Arnold & Co	507
"	"	Maldonado & Co	1
"	"	E G Lyons & Co	980
Coptic	Hong Kong	California Wine Association	250
"	"	Sperry Flour Co	1
Total			2,091
Value			\$757

TO CENTRAL AMERICA.

Barracouta	Tumaco	California Wine Association	1,200
"	Panama	"	6,000
"	Acajutla	"	100
"	"	Italian-Swiss Colony	100
"	Champerico	Gundlach-Bundschu Co	206
"	Corinto	"	220
"	La Union	James Gibb	50
"	"	C Schilling & Co	20
"	San Jose de Guat.	"	892
"	Amapala	"	720
"	Acajutla	"	12
"	"	"	405
"	"	Crown Distilleries Co	70
Acapulco	La Libertad	Italian-Swiss Colony	102
"	Panama	L F Lastreto	616
"	"	California Wine Association	1,500
Peru	"	John Rothchild & Co	2
"	"	C Schilling & Co	680
"	La Union	"	1,234
"	Buenaventura	"	2,292
"	Tumaco	"	27
"	"	L F Lastreto	174
"	"	California Wine Association	234
"	Champerico	"	950
"	Corinto	"	200
"	San Jose de Guat.	Quong Lee	1
"	"	Gundlach-Bundschu Co	3
"	Acajutla	"	117
"	Punta Arenas	"	307
"	Buenaventura	S Foster & Co	3
"	Amapala	Crown Distilleries Co	26
"	"	Mohns & Mohns	30
"	"	C Schilling & Co	120
Serbia	Acajutla	"	672
San Juan	Corinto	"	520
"	"	Maldonado & Co	38
"	"	Oris, McAllister & Co	20
"	San Jose de Guat.	Italian-Swiss Colony	368
Colon	"	P J Knudsen	31
"	"	Crown Distilleries Co	20
"	"	Mohns & Mohns	50
"	Champerico	"	300
"	Acajutla	"	213
"	"	Bertin & Lepori	309
"	Champerico	California Wine Association	995
"	Tumaco	"	450
"	San Jose de Guat.	"	692
"	"	C Schilling & Co	200
"	Punta Arenas	"	486
"	Corinto	"	312
"	"	Gundlach-Bundschu Co	128
"	Champerico	"	10
"	Amapala	"	300
"	Panama	"	40
"	La Union	L F Lastreto	616
"	"	"	302
Total			199
Value			\$11,465

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Barracouta	Acajutla	Crown Distilleries Co	112	54
"	La Libertad	"	45	
"	La Union	"	10	
"	Amapala	"	8	48
"	San Jose de Guat.	"	8	
W H Marsten	Honolulu	"	26	150
Nippon Maru	Nagasaki	S P Co	4	220
"	Yokohama	Crown Distilleries Co	4	
"	"	Mattoon & Co	5	
"	Hong Kong	Haslett Warehouse Co	152	
"	Manila	"	475	155
"	"	"	150	
Sierra	Honolulu	E G Lyons & Co	37	
Martha Davis	Hilo	"	5	288
Falls of Clyde	"	"	5	
Mary & Ida	Squaw Harbor	Well Bros & Sons	1	99
Siberia	Shanghai	E G Lyons & Co	48	
"	Yokohama	Crown Distilleries Co	50	
Curacao	Alata	"	28	
"	"	Maldonado & Co	10	
"	"	Wm Wolff & Co	6	
"	Guaymas	Crown Distilleries Co	15	101
"	"	W Loaiza & Co	25	
"	"	Hiram Walker & Sons	50	
"	Topolobampo	Haslett Warehouse Co	10	
"	Alata	"	1	
H C Wright	Mahukona	"	3	
Alameda	Honolulu	"	61	445
Peru	Champerico	Haslett Warehouse Co		19
"	Acajutla	Hiram Walker & Sons		148
"	Buenaventura	Crown Distilleries Co	132	48
Coptic	Manila	"	200	
"	Rangoun	"	37	
"	Shanghai	E G Lyons & Co	67	96
Irmgard	Honolulu	"	22	
Serbia	San Benito	Crown Distilleries Co	102	
"	Tonala	E G Lyons & Co	15	
"	Salinas Cruz	"	60	39
"	"	C W Craig & Co	62	
San Juan	Corinto	Crown Distilleries Co		78
"	Champerico	Hilbert Mercantile Co		35
"	San Jose de Guat.	"		80
Nevadan	Kahului	"	35	241
"	Honolulu	"		90
Sonoma	"	"	26	179
Colon	Amapala	A T & Santa Fe Co	12	
"	Champerico	Haslett Warehouse Co		19
"	Corinto	"		188
"	San Jose de Guat.	"		177
"	"	P J Knudsen	10	
"	Champerico	Mohns & Mohns	2	
"	"	Crown Distilleries Co	10	
"	Acajutla	"	35	
"	Acapulco	"	20	
Total			2,160	3,060
Value				\$18,565

WHISKY—IN TRANSIT.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Coronado	Honolulu	Hilbert Bros. Wine Co	100	

On the east coast of Lake Tchad, in central Africa, a tree has been discovered the wood of which is of less specific gravity than cork wood. Might not this material be of importance in some branch of American manufacture?



The best Vermouth in the world.

MARIO LORENZINI & Co.

436-438 Jackson Street
Importers and Jobbers



The real genuine imported Chianti.

PACIFIC WINE AND SPIRIT REVIEW.

SWEET WINE PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of December, 1903.			Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....			715	156,925.8
Brandy withdrawn from special bonded warehouse for fortification.....			142	12,667.2
Brandy actually used for fortification.....			955	166,630.4
				Wine Gals.
Port produced.....				60,316.27
Sherry produced.....				510,368.05
Angelica produced.....				35,593.95
Muscat produced.....				47,360.74
Tokay.....				
Total sweet wine produced in December, 1903.....				653,639.01
FOURTH DISTRICT—Month of December, 1903.			Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....			317	70,068.3
Brandy withdrawn from special bonded warehouse for fortification.....				None
Brandy actually used for fortification.....			317	70,068.3
				Wine Gals.
Port produced.....				109,326.14
Sherry produced.....				175,334.51
Angelica produced.....				
Muscat produced.....				1,429.02
Tokay.....				
Total sweet wine produced in December, 1903.....				286,089.67

RECAPITULATION.

Sweet Wines Produced in 1903.			
	First District.	Fourth District.	Total.
Port.....	5,167,381.19	2,093,739.45	7,261,120.64
Sherry.....	3,498,004.22	1,141,315.94	4,639,320.16
Angelica.....	771,044.04	197,606.05	968,650.09
Muscat.....	612,966.55	79,577.72	692,544.27
Malaga.....	81,146.05		81,146.05
Total, 1903.....			13,642,821.21
" 1902.....			14,590,910.82
" 1901.....			8,503,907.87
" 1900.....			9,345,371.00

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of December, 1903.		Tax Gals.
Produced and bonded.....		194,874.4
Received from distillery, Fourth District, California.....		48,072.2
Received from special bonded warehouse, Fourth District, California.....		4,066.4
Transferred from distillery to special bonded warehouse, Eastern districts.....		142,420.3
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....		22,390.3
Exported.....		47.9 and 151.8
Tax-paid.....		23,302.1
Remaining in bond December 31st, 1903.....		1,305,834.3

FOURTH DISTRICT—Month of December, 1903.		Tax Gals.
Produced and bonded in this district.....		114,217.1
Transferred from distillery to special bonded warehouse, First District, California.....		58,100.2
Transferred from distillery to special bonded warehouse, Eastern District.....		21,860.0
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		468.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....		3,349.0
Exported.....		6,704.6
Tax-paid.....		3,751.6
Remaining in bond, January 1st, 1904.....		397,130.9

BRANDY PRODUCED 1903.

	Tax Gallons.		Tax Gallons.
First District.....	908,568.3	In 1902.....	1,524,615.3
Fourth District.....	216,540.3	In 1901.....	1,250,209.5
Total 1903.....	1,125,108.6	In 1900.....	871,967.9

BONDED STOCKS—BRANDY.

Disposition of Brandy in 1903.		Tax Gallons.	Disposition of Brandy in 1902.		Tax Gallons.
Transferred in Bond to Eastern Special B.W.H.	595,896.7		Transferred in Bond to Eastern Special B.W.H.	648,281.8	
Tax Paid.....	482,282.9		Tax Paid.....	444,372.2	
Used in Fortification of Sweet Wines.....	3,123,948.0		Used in Fortification of Sweet Wines.....	3,829,996.0	
Remaining in Bond 1st District Jan. 1, 1904.....	1,305,834.3		Remaining in Bond 1st District Jan. 1, 1903.....	1,228,834.2	
" " 4th " Jan. 1, 1904.....	397,130.9		" " 4th " Jan. 1, 1903.....	290,188.9	
Total Bonded Stock in State, Jan. 1, 1904.....	1,702,965.2		Total Bonded Stock in State, Jan. 1, 1903.....	1,519,023.1	
Remaining in Bond in State, Jan. 1, 1903.....	1,519,023.1		Remaining in Bond in State, Jan. 1, 1902.....	1,037,157.4	
Increase of Bonded Stock.....	183,942.1		Increase in Bonded Stock.....	481,865.7	

News of the Northwest

SEATTLE, Jan. 20.—For the past few months, business conditions in the Northwest have been very quiet, due almost altogether to the closing down of the logging camps, with the result of closing down of shingle and lumber mills. Every indication now points to the resuming of the logging and without doubt conditions in the Northwest will improve. Bellingham, Everett, Port Townsend, Olympia and the other smaller cities which are almost wholly dependent upon the lumbering are the most effected.

In this connection, it is a fact that within the past few weeks, the authorities in charge of Everett have become convinced that a closed town will not do, and have allowed the old time wide openness to again hold full sway.

The fight of the labor unions upon Rainier Beer because of the Butler Hotel strike has almost succeeded in rupturing the Seattle labor forces. Mr. E. F. Sweeney is manager of the Seattle Brewing and Malting Company, and is also part owner in the Hotel Butler. Incidentally Mr. Sweeney is part owner in three or four banks, and has real estate and manufacturing interests pretty well scattered. Just previous to the completion of the hotel, which is without doubt the finest in the Northwest, a delegation from the Cooks' and Waiters' Union called upon Mr. King, the manager of the hotel, and asked or rather demanded to know whether or not he was going to employ union help. Mr. King stated that he was going to employ the best help that he could find, that his experience as manager of the Planter's Hotel of St. Louis had taught him that the best was none too good. This did not satisfy the union, who wanted a contract at once. Mr. King referred them to the other owners, including Mr. Sweeney. They called on Mr. Sweeney, who referred them back to Mr. King who then told them to go to —.

In order to induce Mr. Sweeney to force Mr. King to employ union cooks and waiters, a boycott was then declared upon Rainier Beer. Rainier Beer is made by Union Brewers, and delivered by members of the Brewery Drivers Union, and in fact bears the union label. The Northwest Brewers' Association, of which the Seattle Brewing and Malting Company is a member, then passed resolutions condemning the boycott, and stated their intention to stay with the S. B. & M. Co., in the fight. The labor unions then tried to retaliate by having the saloons closed on Sunday, and at 1 o'clock in the morning according to law. This was too much for the Brewers' Union and the Brewery Drivers' Union, who then withdrew from the Western Central Labor Union. Several other unions have also withdrawn because of the feeling that the boycott has engendered. The Federation of Labor endorsed the boycott on the Butler Hotel, but said nothing about the Rainier Beer boycott, at its meeting held last week in Spokane, and as a result, it is felt that the end is not yet. Union men are drinking Rainier Beer, talking against the boycott, and the feeling against the leaders is very strong.

The S. B. & M. Co. have asked that a receiver be appointed to take charge of the Seattle Labor Temple Fund, saying that they donated \$1,000 to this fund, and now this money is being used to continue the boycott.

The Western Central Labor Union is now devoting more

energy to the fight on Rainier Beer than to the Butler—and the different unions who make up this central body are trying to figure out if the Cooks' and Waiters' Union is the whole thing after all. The future developments of this fight will be watched with interest.

V. J. Holden recently sold his business to Hawkins & Co., who will continue in the same stand.

Among the traveling men in this territory within the last few weeks was Mr. A. Brauer of A. Brauer & Co., of Chicago.

Mr. Lachmann, of Lachmann & Jacobi, of San Francisco, recently called upon the Northwestern trade.

Mr. Sidney Loeb, formerly of Cincinnati has purchased an interest in the Keystone Liquor Company, and will represent them on the road.

This firm—the Keystone Liquor Company, has recently acquired the exclusive sale of "Old Saratoga," and Roskam Gerstley & Co.'s whiskeys for the Northwest.

Mr. J. J. Haggerty of the firm of Haggerty & Co., is on the road and reports business very good.

Mr. Charles Roth will open a family liquor store in Whatcom (now Bellingham) within the near future.

The Board of Trade Saloon, on Second avenue South, John C. Stuart, proprietor, was closed by the Sheriff on the 9th of January. Indebtedness about \$5,000.

Mr. T. G. Wilson, who until recently traveled for F. A. Buck & Co. of Seattle, is opening the Hotel Tailor at Anacortes.

Mr. Grant, formerly Grant & Williams, has sold his interest to his former partner, and will open the Grand Buffet.

M. & K. Gottstein, wholesale liquor dealers, are comfortably settled in their new quarters, 206-208 First avenue South. They occupy the entire building—six floors and basements.

Previous to the elections things usually loosen up a bit in Seattle. Slot machines are now running and gambling is being conducted almost in the open.

Mr. Beebe, of the firm of Beebe & Johnson, proprietors of the California Wine House has been confined to his bed for four weeks with inflammation of the bowels. W. S.

Copper workers report that the demand for stills during 1903 was continuous, an infallible indication of prosperity in the wine and spirit manufacturing line. Sanders & Co., of 309 Howard street, say that the year was about the best they have yet had. A large number of stills was made, and the business generally has been expanding. This firm wound up the season with a good order for distilleries from Mexico. As most of the manufacturers seem to be pretty well supplied with stills, Sanders & Co. do not look for such a large volume of business in this line during 1904 as was secured last year.

The Death of Captain Pabst.

CAPTAIN FREDERICK PABST, one of the world's great brewers, died at noon on New Year's Day. While the sudden death was unexpected, the veteran brewer had been ill for two years, and had spent much time in Europe and Southern California in the hopes of regaining his health, but heart trouble and diabetes was too much for the most eminent physicians to conquer. He was 67 years of age and left a family consisting of a wife, two sons and two daughters. The will, which was filed a week later showed the estate to have been worth more than \$7,000,000, and this does not include more than \$5,000,000 which the Captain presented to his children and grand children as Christmas presents. He gave to each of the children and his wife \$1,000,000, and other relations came in for a good sized check each.

The two sons, Colonel Gustav G., and Fred Jr., have for years been associated with the brewery, Gustav as manager of the sales department, and Fred as the financial man of the great institution. At a meeting of the Pabst Brewing Company, on January 11th, Colonel Gustav G. Pabst, eldest son of the Captain, was elected President to succeed his father.

SKETCH OF A GREAT MAN.

Captain Frederick Pabst was born in Saxony, March 28, 1836. With his parents he came to this country when a small boy, and the parents were very poor. When young Frederick was twelve years of age, he started to work. When he was 15 he was assisting in the support of his parents. At 17 he was a cook in a Chicago hotel, earning \$5 a month and his board. At 19 he was a cook on a boat which plied between Milwaukee and Chicago, and by saving all the money he could, he was the owner of that boat when he was of age. It is here that he came into possession of the title of Captain, which stuck to him all his life.

Captain Pabst, as a sailor, met Philip Best, the Milwaukee brewer, and as both were from the same vicinity in Saxony the young sailor was invited to the Best home, and the visits became more frequent when an attachment for one of the brewer's charming daughters, became evident. Pabst was married to Marie Best in 1862, and soon after Mr. Best took his son-in-law into the brewing business. It was soon noticed that the young man had great business capacity. He recommended the enlargement of the business, and the expenditure of money that made the father-in-law hold his breath. Pabst persuaded, and the brewery began to grow rapidly from year to year.

After twenty years, it became by the vote of the stockholders, the Pabst Brewing Company, and every one connected with the brewing industry knows its rank, not only in this country, but in the world. It is the largest institution of its kind in the whole world, there being but two others that are in the same classification, the Schlitz Brewery, also of Milwaukee, and the Anheuser-Busch concern of St. Louis. The output of the Pabst Brewery last year was upwards of 1,000,000 barrels of beer, and it is estimated that 20,000 persons are on the pay rolls in this and other cities.

In the death of Captain Pabst, Milwaukee is bereft of one of her most noble citizens. Generous, warm-hearted, frank and open, he was grand in his simplicity and in his democratic spirit. Be the visitor rich or poor, powerful or lowly, he was always welcome at the Pabst mansion. In

business he was energetic, wide awake and a hard worker. His charitable acts are many, and they were carried on without the knowledge of even his wife.

He took great pride in his adopted city, and there are many handsome business blocks, parks, etc., which are left to his memory. A few years ago when an effort was made by an English syndicate to buy the Pabst plant, the Captain treated the gentlemen courteously and went with them personally and showed them everything about the brewery. When the foreigners finally told him the price they would pay would be \$16,000,000, the Captain said: "That sum is big enough to make a man's hair stand on end. I have been walking around my plant, and have decided that it is a pretty good monument to leave so that Milwaukee can remember me when I am gone. No, gentlemen, the brewery is not for sale."

Among the messages expressing sorrow at his death one was from President Roosevelt, who had met the Captain on his two visits to Milwaukee.

W. R. A.

Milwaukee, Wis., January, 1904.

The report from J. F. Plumel, of Eddy street, indicates a substantial addition to the business. Mr. L. Renard states that trade for the year increased to the extent of 25 or 30 per cent. Retail business was especially prosperous, Mr. Renard applying himself to the building up of this side more than to the wholesale side. At the same time wholesale trade was not allowed to languish, and the firm is very well satisfied with the year's results as a whole. There are indications of another very fine year, and more attention is to be paid to securing country orders.

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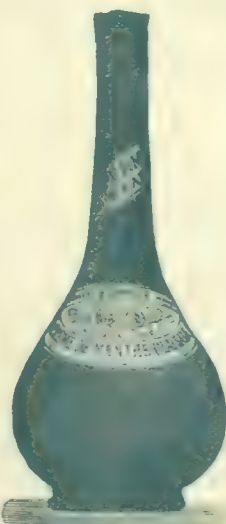
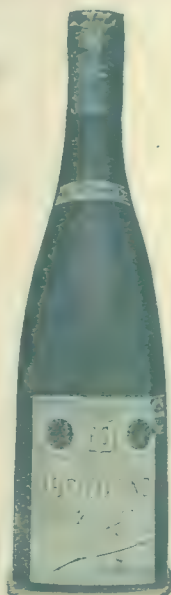
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California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

JESSE E. MARKS
President

Louis Fontanel, of 318 Montgomery street, will perforce move from his old quarters on April 1st to make way for the construction of the Merchants' Exchange building. Mr. Fontanel will be located at the northwest corner of Montgomery and Commercial streets, in a swell establishment to be known as the Cosmos Cafe—formerly the Yokohama Specie Bank. The young man is making preparations to equip one of the finest places in this section of the city, and hopes to surprise his friends with not only the elegance of the equipment but with the perfection of the service to be rendered.

"Business in 1903 was excellent," said Jerome Bassity, of The Eleven Hundred, Market street. "The first month of the new year opens up in a highly satisfactory manner, and I will be quite satisfied if trade during the current year continues along such lines."

The Bank Exchange, on the southeast corner of Washington and Montgomery streets, has recently been renovated. This is the oldest established saloon in the city, having opened its doors in 1853, over half a century ago. During all these years it has always jealously protected its reputation as being a first-class house, a resort for gentlemen, and for gentlemen only. This reputation, maintained by the house in past years, has been emphasized by the present proprietor, Duncan Nicol, who justly prides himself on the quality of his liquors, as well as the quality of his customers to whom they are served. Being asked to give us a recipe for a punch which he considers to be a specialty of the house, he replied: "The house has none. We serve all our drinks alike—well made with the best of ingredients." The Bank Exchange and its genial proprietor are justly popular. Long may they prosper.

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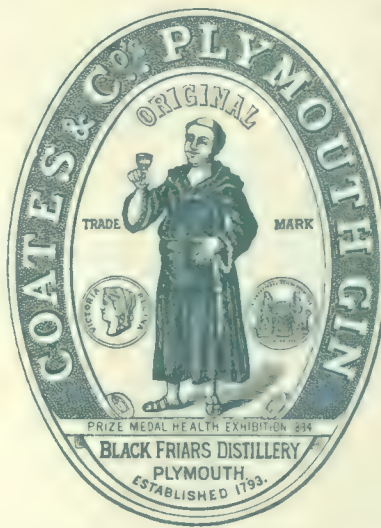
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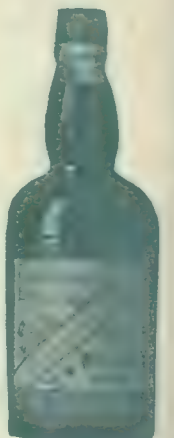
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For Sale Everywhere

✱ ✱ All Liquor Dealers Sell it by the Glass ✱ ✱

Headquarters, 406 Turk Street, San Francisco

W. E. PATE, Manager

ALONG THE LINE

Big Deal in Whisky.

A deal in whisky of considerable importance has recently been consummated. The complete stock of the Kentucky distilleries and Warehouse Company has been purchased by James Levy and Bro. Roughly speaking, the stock comprises some 25,000 barrels of T. B. Ripy whisky, of the 1898 to 1903 inspections inclusive. Some years ago the Ripy plant passed under the control of the Trust, and since that time every endeavor has been made to restore the article to the high grade which it originally occupied. It had, unfortunately, been permitted to deteriorate until it had become known as a cheap whisky. In order to remove this reputation which attached to the brand, the Trust rebuilt the plant throughout and returned to the mode of manufacture followed in the first instance. The three-chamber still, the open mash tub, and the other appliances with which the T. B. Ripy whisky was originally made, were restored. The whisky is now of a quality fit to compete with the best articles on the market. Whether James Levy & Bro. have secured an option over future crops is not known.

The Ideal Bartender.

There were four of us, all old-time bartenders (I mean men who had been in the business from twelve to fifteen years), sitting at our ease in my office at 201 Powell street, on the first night of the new year, and naturally enough the subject of bartenders, their good and bad points, came up for discussion. It was strange that although we all learned our business in the same school, broadly speaking, no two of us agreed in our views. One said that his ideal of a bartender was the man that could mix well; another thought that the man who got in the most money was the best man. Then I was called on for my views as to the qualifications of the "man behind the gun"—I mean the man behind the bar. First, I said, he should always be on time to relieve the watch preceding him. Then he ought to make a point of seeing that every tool and glass on his station is clean and in its place. The successful bartender will always present a tidy appearance behind the bar, will be pleasant and obliging under all circumstances, and will be most careful to avoid conversation of a religious or political nature while on duty. One of the first rules I learned years ago in Old Harmony Hall was to sell all the liquor I could—but to drink as little as possible myself. I have been in the business a long while, and one of the most important rules I have learned is to always remove the glassware as soon as possible from the counter, as it looks very bad, besides interfering with business, to have empty glasses standing on the counter.

When we had finished exchanging notions we adjourned for a drink, and wished all in the trade and out of it a happy New Year.

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PURE FRUIT SYRUPS

Raspberry
Strawberry
Pine Apple
Orange
Lemon
GRENADINE
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Blackberry

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A BUNCH OF LIFE PRESERVERS

"Davy Crockett" Royal Fizz.

Take one large tablespoonful of sugar, five teaspoonfuls of lime juice, 1½ jiggers of Gilbey Old Tom Gin, one egg, and shake until cold. Then pour contents into large julep glass, and fill with White Rock. Serve immediately.

THE DAVY CROCKETT.

842 Market Street.

George Knox Punch.

Take small stem punch or wine glass and place small cube of ice in it. Then pour one jigger of rum in. Take mixing glass, and one spoonful of sugar, and squeeze one good half-sized lime. Then fill with White Rock, mix thoroughly, and pour over rum. Twist piece of lemon rind on top, and top it off with two dashes of Kirschwasser, and serve. This drink is highly recommended by the famous booze physicians Al Bohm and Jack Gifford, in cold weather. It is also good to paint houses and shine stoves.

EL DORADO CAFE.

437 Montgomery Street.

Greenway Cocktail.

Take mixing glass, put in lump of ice, dash of Orange and Angostura Bitters, one-third of Abricotine and two-thirds of French Vermouth. Add the rind of lemon, stir well, and serve in cocktail glass.

NEWMAN'S RUSS HOUSE CAFE.

The Bob Kern Punch.

Serving glass large. One dash orgeat. Two dashes grenadine. Two dashes lime juice. Twist lemon peel. Slug whisky. Lump ice. Fill with Shasta. Stir and serve.

BOB KERN'S.

634 Market Street.

The Jenny Purdon Appetizer.

(Just Before Dinner).

Use Champareux Bitters, French Vermouth, and touch of lime juice. Use mixing glass. Then strain in stem glass, squeeze the rind of lemon peel, and serve. Use olive, if customer wishes.

ROME HARRIS.

133 Montgomery Street.

Dick Perry Punch.

Put in punch glass a piece of ice, a pony of good whisky, two dashes of Port wine. Then take a mixing glass, put in one spoonful of sugar, the juice of one lime and a dash of Curacao. Then add seltzer, stir well in punch glass, add fruits, and serve.

E. A. KOLB CO.

419 Montgomery Street.

The Mount Pelee.

Take a mixing glass, put in a tablespoonful of sugar, the juice of one lime, and mix thoroughly; take a long stem punch glass, and fill three-quarters full with White Rock. Then pour the contents of the mixing glass into the punch glass. Drink quickly if you expect to find anything in the glass. As an effervescent drink this is without a rival.

JACK STAFFORD.

437 Montgomery Street.

Cosmos Punch.

Take yolk of an egg, put in a mixing glass, stir to a thick cream, add half a spoonful of sugar, and stir well. Then take a small bottle of champagne and pour a small quantity in the mixing glass stirring all the while. Next, take a large lemonade glass, and pour in the contents of the mixing glass. Then add the balance of the bottle, and you will find a most delicious drink.

LOUIS FONTANEL.

318 Montgomery Street.

Manager Dibble, of the Lacey, opposite the Palace Hotel, reports business in that swell institution as very satisfactory. The addition of a fine mid-day merchants' lunch was a very wise move, as it has added a large volume of business to the already established trade. The house looks to a prosperous year.

Gus Massey, of Powell and O'Farrell streets, enjoyed a fairly prosperous year, and expects a continuation of his success. He has recently fitted up a private office, which is unusually artistic and handy in its equipment. It is a jolly place to spend a spare moment.



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GRAPE BRANDY

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PETE TORMEY

ALONG THE LINE

Wunder Brewing Company's Progress.

It is worthy of note that at the close of last year's business the Wunder Brewing Company still had the record of percentage of increase over any brewery on the coast. In fact the past year broke all records, their annual sales having increased over 8,000 barrels, which is certainly a wonderful showing, even to the casual observer. To those, however, who have watched the growth of this company from the beginning the secret of its success is more apparent. The proprietors have run their business on mercantile principles, and have manufactured a beer which is beyond doubt one of the finest brewed in the land, and which is superior to the many Eastern beers brought to this market. Their plant is a model of cleanliness, and the product is brewed in accord with the latest scientific methods. The beer is aged six months in the large cool ice cellars, cooled in filtered air, and every bottle is pasteurised, thus destroying all germs which may have escaped through the large filter, and ensuring an absolutely pure beer. The company's liberality to its customers, judicious advertising, and the pleasing personality of Mr. Wunder himself, who gives his personal attention to all outside business, are the foundation stones of the success which has been attained. Wunder beer, besides being now the favorite all over the Coast, is very popular in the Hawaiian Islands and in the Far East.

The famous old saloon at 328 Pine street, known as "Frank's," changed hands during the month. The purchaser is A. Dollman, well known to the liquor trade of the city. Mr. Dollman is a young man of ideas and enterprise, a statement which can be verified by visiting his place. The big cafe has been thoroughly remodelled and renovated, and by reason of the frescoer's art and the wealth of lights, it would be unrecognizable to the old-time patron. The specialty of the new management is a 25-cent mid-day lunch, which is one of the best in the city. Mr. Dollman reports business opening up in unexpected volume.

Kilborn & Hayden, proprietors of the Ferry Cafe and of the bars on the Sausalito and Santa Fe ferry boats, report an exceptionally good business year. Not only is this the case, but they find that the winter travel on the ferry boats is steadily improving, and as a consequence they are highly satisfied with their business career. They look for a record-breaking season with the opening of spring.

Mr. Louis Bloch, Secretary and General Manager of the Nevada Sulphur Company, says that the demand for and sale of Nevada sulphur in 1903 exceeded the sales of previous years by over 50 per cent, which he accounts for by the fact that vineyardists and fruit growers are learning its superiority over all other sulphurs.

"This sulphur comes out of the mine 99.85 per cent pure sulphur and tests higher than any French, Italian, or Japanese sulphur that is brought into this market. The limited output of the Nevada Sulphur Company's mine in the past has handicapped the company in filling its orders, but this year it has materially increased the output, and expects to be able to handle the proportion of increased business."

Two and One-Half Years After

It has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.

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ALONG THE LINE

Charles L. Mitchell, with William Wolff & Co., of this city, will sail on the liner Korea for Manila on February 2nd. He goes in the interests of his house, and will be absent a year or more.

Martin Murray, general Western representative of Thompson Bros., distillers of Old Thompson, Louisville, Ky., arrived in the city on January 24th. His trip is for the promotion of Old Thompson, which is one of the best distillations that comes out of the Blue Grass State.

Messrs. Twomey & Miholovitch, of the Yellowstone Saloon, 22 Montgomery street, find that 1903 was the best year since they have been in business. This is one of the most popular places in the city, a fact which is indicated by the circumstance that the past month was the best January for business since the house opened.

Colonel Ed. Wagner of the Press, 15 Third street, reports business for the past year better than for the previous one. 1904 opens up well, and he looks for a good year, barring a possible drought. He is making some important improvements in his place.

J. P. Dunne & Co., of Stockton and Ellis streets, and Market and Eddy streets, report the business of 1903 one of the best in the history of the house. Trade held up in fine volume, and the opening month of the new year gives promise of another twelve months of good times.

E. G. Lyons & Raas Company.

The E. G. Lyons & Raas Company makes a specialty of the manufacture of cordials under the French process. The excellent and abundant fruit crops grown on the Pacific Coast enable the firm to turn out some of the finest fruit brandies and syrups made anywhere. The bottling of cherries in Maraschino is a leading feature of the firm's activities. The quality of these cherries is so superior that practically no foreign cherries are now imported into California, the locally bottled variety filling all requirements. Not only so, but considerable quantities are sent to the Eastern States and exported to foreign countries. In the higher grades of Californian wines and brandies this firm does a big business.

The E. G. Lyons & Raas Co. is one of the oldest wine and spirit concerns on the Pacific Coast. Founded in 1852 by Mr. E. G. Lyons, it has ever since been conducted by Mr. Lyons or his sons and sons-in-law. The firm was in 1891 incorporated under the name of the E. G. Lyons Co., and about ten years later the style was altered to the E. G. Lyons & Raas Co.

A. Leam, of the Noble, Market street, near Taylor, enjoyed a prosperous year. He made some very radical changes and improvements in his place, all of which tended to the betterment of his bank account. He looks for excellent trade during the coming year.

Tommy Walsh, the tireless huntsman and fisherman, at 733 Market street, enjoyed good business during the past year. However, he states that, while the volume of trade was about equal to that of 1902, the profits were less, owing to higher rents and increased expenses for labor. As to shooting, Tommy is busily engaged in apologizing for the fact that Mrs. Walsh, at a recent outing at Point Reyes, was next to "high gun" in bringing down ducks in a party of sportsmen numbering about fifty. Mr. Walsh was one of the number.

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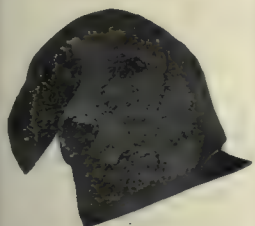
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Unrivalled for Purity, Flavor and Excellence.

The Highest Grade Bourbon

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SAN FRANCISCO.

ALONG THE LINE

Coast News of the Traffic.

San Bernardino—George McKibbin has applied for a wholesale liquor license at Hesperia, and H. H. Houston at Amboy.

Fresno.—Since January 6th all the saloons in Fresno have been closed from 1 to 5 A. M., in accordance with the new saloon law.

Yreka.—The Board of Supervisors has decided not to increase the saloon license. It now stands at \$100 per year, and it was proposed to increase it to \$500.

Bisbee, Ariz.—The Arizona Brewing Co. has elected John H. Slaughter president; J. R. Henderson, vice-president, and E. B. Howley, secretary and treasurer.

Basin, Mont., is to have a brewery with a capacity of 10,000 barrels. Frank Schreckenbach, engineer of the Anaconda Brewing Co., is said to be starting the enterprise.

Joseph A. Schwarz, a pioneer brewer, died on January 9th. He founded the North Beach Weiss beer brewery in 1870, and conducted it up to the time of his death.

Bisbee, Ariz.—J. H. Slaughter will build a modern brewery on his ranch in the eastern end of Cochise County. One thousand acres in hops and grain will be planted.

Great Falls, Mont.—The American Brewing and Malting Co. has elected the following officers: E. A. Reichel, president; W. F. Sengbusch, vice-president; H. W. Grunwaldt, secretary and treasurer.

Quincy.—The Supervisors have passed a new liquor ordinance, the principal points in which are provisions for preventing giving away liquor, preventing the use of slot machines, and preventing miners from entering saloons.

Seattle, Wash.—Judge Bell has granted the application of the Seattle Brewing and Malting Co. for a receiver to take charge of the leasehold under which Wm. Jensen holds the premises in which he conducts the Bismarck Cafe. The Court also enjoins him from selling on the premises any other domestic beer than Rainier. The suit arose out of the recent boycott.

The San Francisco Police Commissioners on January 26th adopted a resolution requiring all applicants for liquor licenses who have not been residents of San Francisco for one year to present certificates of character from the Chief of Police of the city in which they last lived.

Denny O'Sullivan of 863 Market street, had a successful business year, but thinks that it should have been better. However, he made good money, and became the possessor of mines in Tonopah, which will make him fabulously wealthy.

Tom McLachlan, of the White Horse Inn, 11 Trinity street, has prospered unusually since his removal to his present swell quarters. Business has been better than ever, and still continues to improve. This is a case of good goods, high-class service, and fine quarters.

A. L. Malone, manufacturer and manufacturers' agent, 126 Eighth street, enjoyed a prosperous year. His specialties are bar fixtures, faucets, plumbing outfits of all kinds, and fixtures for beer bars in particular. Mr. Malone is ready to give estimates for all classes of this work, and guarantees not only first-class work but reasonable prices.



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

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Analytical Chemist.

JOHN MULHERN,
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Come and try our Wonderful Champoreau—A Grand Bracer

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NAPA, Napa County
ST. HELENA, Napa County



ALONG THE LINE

"We can say that the importation trade of 1903 was very fair," says Mr. A. Vignier, of the A. Vignier Co. "The quantity of champagne brought into the country in 1903 was larger than that in 1902 by about 10,000 cases. General trade also was very bright, and the prospects for the coming year look equally rosy."

Bob Kern, of the Bouquet Bar, 634 Market street, did a great business during 1903. He finds that it was 25 per cent better than that of 1902, and the first month of 1904 shows a very healthy increase over the same month in previous years. The house enjoys a splendid trade under his direction, whereas in former years it was a failure.

"Bill" Brown is back at his old tricks—in other words he is successfully promoting the sale of Marquette whisky along the line. As an indication of William's identification with this famous brand, it can be said that in places where he is best known the whisky is called "Bill Brown's whisky." Mr. Brown is meeting with highly gratifying results in selling this line of goods, as well as the various specialties carried by the house of Spohn-Patrick Co., of this city.

Monte Cristo

(REGISTERED)

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EXTRA DRY

THIS BRAND IS ONE OF THE LEADING CHAMPAGNES USED AT THE ROYAL COURTS OF ITALY, GERMANY AND ENGLAND; IS ESPECIALLY ENDORSED BY DEL-MONICO, NEW YORK; PALACE HOTEL, DEL MONTE, POODLE DOG, MAISON RICHE MAISON TORTONI, ETC., S. F.



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TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1833

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Choice Lunch Throughout the Day

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Thos. J. Walsh & Co.

733 MARKET ST.

SAN FRANCISCO
CAL.

BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS

Along The Line

Messrs. Neller & Schirmer, wholesale and retail liquor dealers, of 409 Sansome street, report that their business is extending in a most satisfactory manner. They make a specialty of the best Californian wines and brandies, for which they find an ever-increasing demand. The firm has also been very successful in catering to the better class of family trade. The house has been established fourteen years, and has always had a very profitable business. As showing the rapid expansion of the firm's operations, it may be mentioned that in the last three years the volume of trade has doubled. And—what is more satisfactory—it is still growing.

We are in receipt of a communication from Robert J. Halle, secretary of the National Retail Liquor Dealers' Association, in which he announces the consolidation of the Knights of the Royal Arch and the Knights of Fidelity with the National Retail Liquor Dealers' Association of America, making one gigantic organization. This is an important movement in trade circles, and if the power therein embodied is judiciously employed, it may do great things for the downtrodden trade.

"Steve's" restaurant and grill room, of 424 Clay street, has been removed to 537 Clay street, just off Montgomery. This popular eating house was located at the old number for more than four years, where the proprietor enjoyed a very profitable business. In his new quarters he is equipped to serve his patrons in even better shape than formerly.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND

WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

John L. Herget, of Taylor street and Golden Gate avenue, reports business very satisfactory. By reason of his adding the wholesale department, sales increased between 30 and 40 per cent, and are still growing. Mr. Herget has let contracts for the practical rebuilding of his famous place, which is to be thoroughly remodelled and enlarged. It is to have a modern front and cigar stand, and panelled ceiling, etc.

The front of James Raggi's place, at 624 Montgomery street, looked as though Mr. Raggi was endeavoring to get a corner on straight old whiskies during the past month. He had on the sidewalk a number of barrels of eight-year-old Belmont whisky, which is calculated to go over his bar in its utmost purity. Mr. Raggi finds that 1903 was very kind to him.

McBride Brothers, of 416 Kearny street, report business progressing in a satisfactory manner. While they are new to the trade in that section of the city, they are conducting an establishment that is exceptionally high class, and which caters to a portion of the community that is appreciating such service. The new feature of the business is an excellent mid-day lunch.

The season is approaching when the necessity for a wholesome laxative is commonly felt. We know of none so good as that remarkable natural product known as Veronica Water. This remedy is highly saline, and is possessed of exceptional qualities as a physic, and at the same time has none of the bad qualities of the ordinary purgative. This water is to be had at every bar and drug store.

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31 Eddy Street

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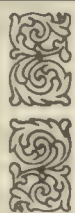
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OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O. P. S.
Old Government, Mt. Vernon Rye, King Wm. Fourth Scotch; A.
V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet
Branca, Italian Vermuth, French Vermuth

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Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.

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Hard to Get a Drink There.

THIS is what a man signs when he buys a drop to drink in one of the Boston hotels:

"Check No.

Wine Order.

Date.....

To J. R. Coleman, Proprietor Touraine Wine Room:

DEAR SIR: Please deliver to bearer, who is my agent, for the purpose of purchasing, selecting, paying for and accepting delivery of the same, the following articles, the title of the same to pass to me upon your premises, and immediately upon the delivery of the same to bearer, and thereafter to be at my risk.

(Signed.)

....."

There is less formality in other places in Boston, but in the Touraine one signs the check as if it were in a club, pays the waiter and then waits a few minutes for the drink. Should another drink be ordered the same ceremony is gone through. The natives tell the stranger that the formidable order form is all the result of an oversight of the owners of the big hotel. The structure, a very costly one, was nearly complete when it was learned that a forgotten piece of school property was a few inches too near to the hotel to permit the sale of intoxicants on the premises. The hotel building could not be moved and the school land would not move, so now the patrons formally send waiters out to buy a rickey or a julep or ten cents'

worth of ale. A tunnel, also according to the natives' story, furnishes the waiters passage from the hotel to the dramshop. This is how one of the greatest hotels in America exists without a bar.

William E. Fett, for several years proprietor of the Editorial Bar, on Third street, off Market, died December 18th, after a prolonged illness. He was in his thirty-second year, a member of the National Parlor 118, N. S. G. W., a Druid, a member of the Schuetzen Verein and an Eagle. The deceased was well known among the German element and had established a very profitable business within a comparatively short time.

Roth & Co., the well-known wholesale liquor dealers, have removed from their old quarters on Market street to 316 on the same thoroughfare. Their new establishment is handsomely fitted up and they are very comfortably quartered and ready to fill orders with promptness and satisfaction.

Pierre Klein, the well-known restaurateur and wine man, has disposed of his wine business in San Francisco, including stock, etc., and will devote the balance of his days to his vineyard and cellars at Mountain View, in Santa Clara County. The conduct of the two branches of the industry was too much of a tax. Hence Mr. Klein's retirement.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne

At the Palace of King Edward VII
and of H. R. H. the Prince of Wales



Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

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All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service. American and European Plan. 400 Rooms.
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NEWMAN'S

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Italian Dinners 50c, 75c and \$1

FIRST CLASS

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First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME Italian and French
A Specialty Cuisine

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POLLEDRO & CROCE, Proprietors

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A strictly first-class family and tourist hotel of unquestioned respectability. American and European Plan.

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Proprietor



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 961 SAN FRANCISCO

Straight Goods a Specialty
Extra Pale Lager and Sharp Cool Steam Beer on Draught A FINE LUNCH SERVED
KISTENMACHER BROS., Props.

The Bartender's Revenge.

SINCE the bar is a necessary evil—to some folk—and is an institution of the State, being licensed, reference to it occasionally must be excused. There are some very clever men behind the bar, and once in a while a gentleman. Tab is usually kept on him by the metal cash register. He feels that he is watched at all hours by a maze of patented machinery. If he steals a check of 15 cents he is caught, you may say. Not at all! The other day in a fashionable resort the proprietor, big and pompous, "called down" one of his men before some customers. As to the question of right or wrong I say nothing. But presently, when Signor Pomposity turned his back, the bar man emptied a full bottle of the finest whiskey into the washing trough under the bar. It was worth at least \$1.50. That was his way of getting even. I am informed that it is the usual way of resenting an insult from the proprietor. The mere stealing of 15 cents is a small matter when the bar man is to be trusted with thousands of dollars' worth of liquors. If a man is not to be trusted with change how is he to be trusted with liquors?—*New York Press.*

An increase in business of over 40 per cent is reported by Mr. Fisher, of Rusconi & Fisher, Leidesdorff street. "We went into new territory last year," he says, "and now our business covers the whole State. We have put on another traveller, now running three, and the results have more than justified the branching out into new fields. Our goods are giving thorough satisfaction. A feature of the year's trade was the growing demand for high-grade rye whiskies, especially in the country. And generally the country merchants are handling a better class of goods than formerly. For us the future holds glowing prospects. I can see nothing but another good year."

E. P. WICHMAN

JOHN LUTGEN

FRED STAUB

WICHMAN, LUTGEN & CO.

Importers and Wholesale Dealers in

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SOLE AGENTS



Presentation to Sir Henry Cochrane, Bart.

A DEPUTATION from the staffs of the Dublin and Belfast houses of Cantrell & Cochrane, Ltd., waited upon Sir Henry Cochrane at his residence, Woodbrook, Bray, to ask him to accept an address contained in a beautifully illuminated album in commemoration of the honour conferred upon him by His Majesty the King on his recent visit to Ireland, when he was created a Baronet of the United Kingdom.

The deputation was introduced by Mr. William Wallace, manager of the Belfast house, who said:

"Sir Henry Cochrane, as the senior member of your Dublin and Belfast establishments, it devolves upon me to say a few words as to the cause of this meeting here to-day—and that is, to present you with an address to mark the occasion of His Majesty the King having been graciously pleased to confer upon you the high honor of a baronetcy of the United Kingdom, and also as a small token of our respect and esteem for you as a kind and considerate employer at all times. I can assure you, there was great rejoicing in Belfast and elsewhere amongst those who know you, when the press announced the fact of your having received this great honor, and nowhere was there more rejoicing than among those of your own firm. I am commissioned by the whole staff in connection with the Belfast house to wish you long life and good health to enjoy the signal distinction, and I do so most heartily on my own behalf also."

Mr. J. R. Coade, manager of the Dublin house, on behalf of the Dublin staff, reiterated the sentiments given expression to by Mr. Wallace on behalf of Belfast, and assured Sir Henry that among the large numbers of telegrams of congratulation there were none that had more genuine feeling behind it than the one he received from his staff at Nassau place, and expressed the wish on their behalf that Sir Henry may be spared many years to enjoy the honor conferred upon him.

Mr. Henry Joyce then read the address, as follows:

Dear Sir:—The distinguished honour conferred upon you by His Majesty the King on the occasion of his first visit to Ireland gives us, the members of the Dublin and Belfast establishments of Messrs. Cantrell and Cochrane, Limited, an opportunity of offering you our sincere and hearty congratulations upon your being raised to the dignity of a Baronet of the United Kingdom. We rejoice that you, who have given such invaluable services to your country during the period of over a quarter of a century, should have received such gracious and fitting acknowledgment.

Notwithstanding the constant supervision of your great business you have cheerfully and most liberally given your assistance at all

times to every movement for the commercial and agricultural advancement of Ireland, which was shown by the great financial support extended by you at a critical time to the Irish Agricultural Organization Association in its noble endeavor to advance the welfare of the people of Ireland.

As a guardian of the poor, and by the interest you have taken in the administration of the Dublin hospitals, you have always shown your sympathy with the suffering and distressed.

As an employer we have always found you most considerate and generous, and we willingly bear testimony to the kindness you have at all times shown us.

We hope that a Gracious Providence may long preserve your life, and that you may adorn for many years to come the honourable dignity to which you have been called.

Sir Henry Cochrane said: "This matter has come as a surprise to me, as I was not aware there was anything of this nature on foot, and I wish first of all to thank you and the members of the office staffs, both in Dublin and Belfast, for the kind expressions used towards me, and also for the very valuable address with which you have just presented me. I value this presentation all the more, as it shows the friendship and good feeling which exists between the members of the staff and myself. As regards the Baronetcy which the King was graciously pleased to confer on me, speaking for myself, I cannot expect in the ordinary course of things to have very many years to enjoy it, and the honor of Knighthood, which was conferred on me in 1887, was all that I could have wished for, so far as I personally am concerned, but then this greater honor will descend to my children, and my one great wish and desire is that they may uphold its dignity more worthily than I can hope to do. I do not know that I have very much to say except to again thank you for the address and to ask you to convey my thanks to the members of the staff both at Dublin and Belfast."

The deputation were then entertained to luncheon by Sir Henry.

The address is a remarkably fine specimen of the illuminator's and bookbinder's art. It is bound in an album containing six pages, all beautifully illuminated, and containing views of Woodbrook and Bailieborough Castle, the residences of Sir Henry Cochrane. There are also views of Dublin and Belfast on the pages containing the signatures of the respective staffs, which are surmounted by the arms of the two cities. The binding is in dark blue morocco, and is a splendid specimen of inlaying. It is in the floral style, and contains over 200 flowers and leaves in different colored leathers, all beautifully enriched with gold. The illumination is the work of Mr. James M'Connell, and the binding has been executed by Messrs. Galwey of Eustace street.—*Irish Times, Dublin.*



43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL.

From Charles Stern & Sons.

We regretfully announce the death of our President, Mr. Charles Stern, at Los Angeles, California, on Wednesday, December 30th, 1903, Charles Stern & Sons (Inc.), New York, Chicago, Los Angeles.

Referring to the enclosure, we beg to inform our friends and patrons, that no change will take place in our business, which will be carried on under the same principles and high ideals of our late President.

Thanking you for the many favors extended to us in the past, we solicit a continuance of same in the future and remain.

Yours respectfully,

CHARLES STERN & SONS, INC.

New York, Chicago, Los Angeles, Cal.

From William H. Rudkin Co.

DEAR SIR:—I beg leave to notify you that Mr. Joseph A. Rudkin (Albert Rudkin) is no longer connected with this firm, having disposed of his interest to Mr. William A. Vent, Chemist for the company.

Mr. Vent has been in the business for the past twenty-eight years, and has been managing partner, as well as Chemist of the firm, for the past seven years.

Mr. Vent will continue the business under the old firm name, and will assure the trade that all orders entrusted to him will receive his personal attention.

Thanking you for your past favors and trusting for the continuance of same, I remain

Yours respectfully,

W. A. VENT.

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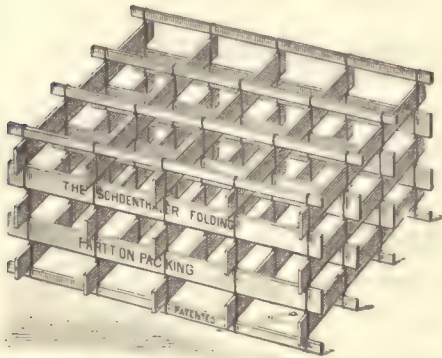
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COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

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SCHOENTHALER MANUFACTURING CO.

ST. LOUIS, MISSOURI

The Gundlach-Bundschu Wine Co.

The Gundlach-Bundschu Wine Co. has recently made material additions to its quarters in Bryant street, enabling the firm to concentrate the whole of its office forces there. For thirty years the company has maintained premises in Second street, where the clerical and bottling departments were conducted. The Bryant-street building has been occupied as well for the past ten years, and in consequence of the large additions made the firm is now in a position to house the whole of its business, which is rapidly extending, under the one roof. The alterations permit of much more convenient handling of the bottling department and the office forces. In the fitting up of the portion of the premises in which the clerks and officials are accommodated, the firm has shown its leanings towards artistic embellishment. Many handsome oil paintings decorate the walls. A special room is set aside for the reception of friends. The managers have private offices, and the sample rooms are elegant and convenient. Mr. Bundschu promises that everyone who visits the new quarters will be received kindly. The building is only four blocks from Market street, with convenient car lines.

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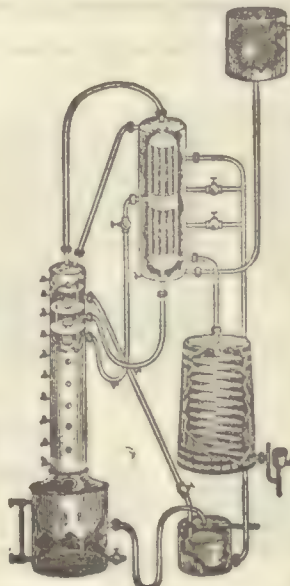
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L. WAGNER
Proprietor



This sketch represents my LATEST IMPROVED CONTINUOUS BRANDY STILL. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine-makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application.

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

The Trade Favors the Pure Wine Bill.

THE wholesale wine trade of San Francisco is practically a unit in favor of the pure wine bill introduced by Congressman Bell. A fairly comprehensive canvas amongst representative dealers establishes the truth of this assertion beyond any question. The almost unanimous opinion is that the measure is a thoroughly good one, both in its details and in its general principles. As to the necessity of such a law, the trade speaks with one voice. The wine-makers and dealers of this section complain bitterly of the unfair competition to which they have been subjected by unscrupulous manufacturers of so-called "wine," of which sugar is the basis, and also by the importers of foreign wine, about 80 per cent of which, according to one manufacturer, is adulterated. It is claimed that the man who makes an honest, pure, wholesome article deserves protection against those whose practice it is to foist upon the unsuspecting public goods which, if not always actually deleterious, are at any rate something far different from what they purport to be. This protection the manufacturers look to the pure wine bill to give them.

The burden of one-tenth of a cent per gallon proposed to be imposed upon pure wine will be accepted if necessary, inasmuch as it will be accompanied by the suppression of the dealer in spurious wine. There are some who fail to perceive the real necessity for this impost, slight as it is, upon the honestly made product, but at the same time they are willing to pay it as the price of the protection which the bill will give them against adulterators, and falsifiers. None of the wholesalers spoken to is prepared to oppose the bill because of this small tax, and most of them regard it as an equitable arrangement designed to provide a fund to defray the cost of administering the act.

Unmeasured satisfaction is expressed at the inclusion of a provision which will prohibit the extremely unfair practice of labelling Californian wines with foreign brands. Nothing has done more harm to the wine industry of the State than the selling of the highest grade Californian wines in the Eastern market under European labels. The effect has been to rob the State of the credit and reputation to which it is rightfully entitled. The leaders of the trade in San Francisco say the termination of this illegitimate dealing will have the beneficial result of causing Eastern consumers to realize that wines of the very best quality are made in California. Once that fact is established, the demand for our wines will advance with rapidity, and the call for European wines correspondingly diminish.

Some comment is made upon the fact that Eastern manufacturers are fighting the bill, but it is pointed out by local wine-makers that there is not one provision in it that any honest manufacturer need have cause to fear. Although it is conceded that there may be room for difference of opinion regarding some of the details of the measure, opposition to its central principles is looked upon as *prima facie* evidence that the objector has something in his methods which he wishes to cloak. Mr. Paul Samuel suggests that if representatives of the Eastern and Western manufacturers came together, agreement as to matters of detail could be reached easily and quickly. It is recognized that if the bill is to be properly administered it is necessary for revenue officials to have access to cellars. No reputable wine-maker, it is pointed out, need fear anything from

visits of this nature. Mr. Jacobi, of Lachmann & Jacobi, considers it will be necessary for expert officials to be detailed for this work.

Speaking generally, the trade in San Francisco welcomes the bill, and the utmost disappointment will be experienced if Congress fails to adopt it. A number of interviews with local wine-dealers, showing the trend of opinion regarding the measure, are appended:

MR. McCANN (OF CHAUCHE & BON).

"There can be no question but that the bill will be a benefit to the wine-makers and vine-growers of California. Wine-makers will not have any objection to paying the small tax of 1-10th of a cent per gallon, seeing that the effect of the measure will be to shut out the adulterated foreign wines that have been put on this market. About 80 per cent of the foreign wine brought into this country is adulterated. The Governments of France and Germany do not care how much impure wine is shipped abroad from those countries. Still, many people drink foreign wine simply because it is foreign wine. As much of this European wine would be barred out of the country under the Bell bill, the tendency of the measure will undoubtedly be to bring the better class Californian wines to the front. No reputable wine-maker will object to visits from the revenue officials. When any objection is made, it is an indication that something is wrong."

MR. PAUL SAMUEL (OF SAMUEL BROS. & CO.)

"We are quite in favor of the bill as it stands, and we want it. I am not altogether surprised that the Eastern wine manufacturers, many of whom are guilty of the illegitimate practice of making sugar the basis of their wines, should be fighting the bill so persistently; but if they are honest, as they say they are, and if they are producing pure grape wine from the grape, they should realize that legislation of this character is bound to be of mutual benefit. If the details of the bill as proposed do not exactly accord with their views, all that is necessary is that the wine-makers of both sides of the continent come together, and some means whereby both the Eastern and Western growers may be protected from the makers of spurious wines could then very quickly be devised. As far as the tax of 1-10th of a cent per gallon on pure wine is concerned, I see no reason why such a tax should not be levied, as only under such conditions will it pay the Government to supervise the making and handling of pure wines and the distribution of the same to the trade with the official guarantee that they are pure. This work entails expense, which naturally some one will have to pay, and it is my opinion that the grower should assume the burden of that expenditure and thereby assist in the eradication of one of the greatest evils afflicting the industry. I think the imposition of a prohibitory tax on artificial wines sufficient to stop the sale of such products, as there is a market for these goods only when they are sold far below the price of regular standard wines. It now behooves every one in the business who has the success of the wine industry in this State at heart to combine in one mighty effort to put the bill through. Furthermore, a strong canvass should be made at Washington amongst the friends of pure foods, who should be urged to assist in every way in making the measure a law."

MR. E. LEUENBERGER (OF THE SUTTER HOME WINE AND DISTILLING CO.)

"We are very strongly in favor of the bill. The sale of adulterated wines has not affected our business to any great extent, because we do not enter into competition with the manufacturers of cheap wines. But indirectly, of course, the traffic in the impure product has had its effect upon us, inasmuch as it has endangered the repute of the general character of California wines. The provision prohibiting American wines being sold under foreign labels will do a great deal of good. Californian wines have a bad name in the East simply because the best that came from this State was labelled French, while the cheap stuff—some of it adulterated—was always labelled Californian. The Bell bill, if enacted, will, of course, put a stop to that. The tax of 1-10th of a cent per gallon on pure wine does not amount to much, and we are quite willing to pay it as a fund to defray the cost of administration. There is no objection to revenue officials entering our cellars. The cellars are open to everybody."

MR. BOWEN (OF THE WETMORE-BOWEN CO.)

"I hail the bill with satisfaction. As an illustration of the urgent need for such a measure it is worthy of note that two or three carloads of adulterated wine have been condemned in New York City within the past month. A tax of 1-10th of a cent per gallon on pure wine is proposed. Well, although that does not seem altogether fair, we are perfectly willing to pay it, if it is necessary that we should do so in order to be protected against the adulterator and sophisticator. As far as we are concerned, we have not the slightest objection to the revenue officials coming into our cellars. Any man who finds wine in this establishment that is not absolutely pure can have \$100,000."

MR. JACOBI (OF LACHMANN & JACOBI).

"Yes, I am a supporter of the bill. Some such measure is badly needed to protect the honest wine-maker. Speaking generally, I consider the bill is drafted on sound lines, but as to some details of it there may be room for criticism. In reference to the proposal to tax pure wine at the rate of 1-10th of a cent per gallon, I am not prepared just now to say whether I regard that as an equitable arrangement, as I have not yet thoroughly considered it. The proposal which gives revenue officials the right of entry to cellars seems a rather drastic piece of business, but I would not like to say one word either against it or for it until I have more carefully studied the whole measure. The officials of the revenue department who are detailed on this duty would have to be expert, and I am afraid all our revenue officials are not yet expert in this matter. But after all the *modus operandi* of the administration of the act is the matter of least importance. The great thing is to have a measure ensuring the purity of wine, and as this bill does that I am in favor of it."

MR. C. M. MANN (PRESIDENT C. M. MANN & CO.)

"I am of the opinion that the pure wine bill now pending before Congress should be passed into law, as it is very essential to the interests of the wine-makers of California to have it known throughout the United States and throughout the world that we handle only pure and unadulterated wines. It has always been the aim of this firm since its establishment by Mr. Turk in 1859 to attain the highest possible standard for our brands of wines, and nothing has been turned out that is not absolutely pure. I trust that all adulterators

when they are found out will be prosecuted and their goods confiscated. Certainly we don't want to have the reputation which has been set up by the leading wine merchants of this State impaired by the pure wines being blended with wines sophisticated with salicylic acid and other foreign substances. As far as the tax of 1-10th of a cent on pure wine is concerned, I do not think that would be objected to by any reputable producer, particularly in view of the fact that impure wine is to be taxed at the rate of 25 cents per gallon. In the interests of the wine industry generally and in the interests of the general public I trust the bill will be enacted at the earliest possible moment."

MR. P. B. BERGES (OF BERGES & DOMENICONI).

"In my opinion it is a thoroughly good bill, and it should be carried through without any unnecessary delay. It will act not only for the benefit of the vine-growers of the State of California, but in the interest of every vineyardist in the Union. Of course, I would prefer that there should be no tax on pure wine, but I don't mind very much having to pay a small tax if it is necessary in order to protect the honest trader. I am for pure wine at all costs, and bitterly opposed to adulteration and falsification. The impost is only 1-10th of a cent per gallon. It does not amount to much, and I think every one in the trade will willingly pay it to protect themselves against dishonesty. As for the entrance of revenue officials into the cellars, I have no objection to their coming here. My cellars are open to everybody, revenue officials or anybody else, at all times."

Mr. J. W. Hawkins, one of the travellers for McDonald & Cohn, has recently made a tour of the northern counties of the State—including Humboldt and Del Norte—and also Southern Oregon. He reports having secured a satisfactory proportion of the trade offering in those parts, finding an excellent demand for El Rey whiskies.

FOR A **Alex's** **PURE MALT WHISKEY** **WORTH MORE THAN IT COSTS**

HOT TODDY HOT SCOTCH **OR A HIGH BALL** **ITS A GOOD THING HELP IT ALONG**

Willow Springs Distillery, Omaha, Neb., U. S. A.

Italian-Swiss Colony's New Quarters.

It has for some time past been apparent that the local business of the Italian-Swiss Colony had outgrown the capacity of the building at 719 Battery street. Trade had extended steadily and surely until the limit was reached which made further expansion impossible, and unless the proprietors were content to remain at a standstill—which in these swiftly progressive times would be equivalent to a retrogression—it became necessary to secure enlarged premises. With the characteristic enterprise which has always marked the management of this concern, it was determined to erect new premises, large and commodious enough not only to accommodate the present heavy volume of business, but to enable the firm to efficiently handle the fresh trade which it confidently counts upon. The new building has been erected at the corner of Battery and Greenwich streets, four blocks along Battery street from the old location. Adjoining this structure, two other buildings have been secured, one on Greenwich street, and the other on the corner of Greenwich and Sansome streets. These two latter places have been renovated and altered so as to accord in appearance and style with the new building. Thus, the company now has an extremely handsome, commodious, and up-to-date suite of premises covering a complete block of Greenwich street, and extending a considerable distance along both Battery and Sansome streets.

During the whole of this month (January) the somewhat arduous task of transferring the stock and fixtures from the building at 719 Battery street to the new house has been in progress. The former place of business has now been vacated, and the company has commenced operating from its new and enlarged premises.

The new building is certainly the finest in appearance in that portion of the city, and moreover, there is none larger. By making the move, the company has more than doubled its storage capacity, and as the city premises are utilized solely for distribution purposes—nothing but matured wines being handled therein—the opportunities for expansion in this direction are apparent. The facilities for handling large quantities of wine could not be excelled. The total storage capacity of these premises is 1,750,000 gallons.

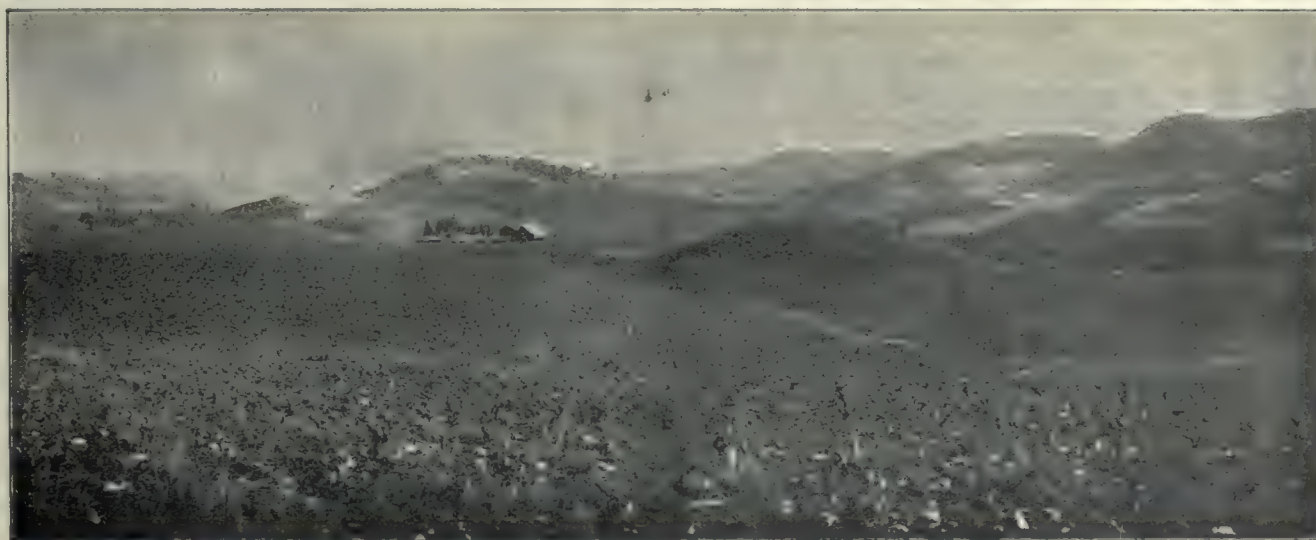
The building at the corner of Battery and Greenwich

streets is devoted solely to office and storage uses. It is a well-built imposing structure, made of pressed brick and terra cotta. On the ground floor are 28 immense tanks, each capable of holding 30,000 gallons, or a total capacity on this floor of 840,000 gallons. The two upper floors are filled with cooperage of smaller dimensions, in which an aggregate of 910,000 gallons may be stored. On the second floor of this structure are located the offices, sales room, and counting rooms. These offices are amongst the most conveniently arranged and elegant in the city. They have been fitted up with every attention to detail, and the furnishings are of the most handsome design. Heavy oak fittings have been used throughout, and artistically designed panel ceilings give the rooms an appearance of richness and comfort. Everything about the furnishing of these offices is of the most modern type. Indeed, this is the characteristic of the new premises from top to bottom. Up-to-date machinery, up-to-date appliances for handling large quantities of wine, and up-to-date methods of conducting the business generally—these are the things for which the management has striven, and, it may be added, successfully striven.

The building which faces on Sansome street is to be devoted exclusively to bottling. The department will comprise the three floors, and facilities are provided for compassing an immense quantity of work in the quickest time. Here again the dominant note is that of modernity. No relic of the dark ages will be found in the bottling department. Only the latest and the most efficient appliances have been installed.

In the third building, that which faces on Greenwich and Sansome streets, will be found the machinery department and the cooper shops. They contain everything needed in the conduct of a large and growing business.

These wineries, together with the city vaults, have a capacity of no less than 13,250,000 gallons. It is only necessary to state this fact to demonstrate that the Italian-Swiss Colony is one of the largest wine-producing concerns on earth. What is more, the sphere of its operations is constantly growing. The new building in and about which some seventy people are employed, is of sufficient dimensions to enable the company to cope with its local business, ever-growing as it is, for some considerable time to come.



BIRD'S-EYE VIEW OF VINEYARDS AT ASTI SHOWING ROLLING HILLS WHERE THE CHOICEST VARIETIES OF GRAPES ARE GROWN.

Communications from the Institute of Fermentative Industries.

WORDS OF ADVICE TO WINE MERCHANTS.

By DR. A. WILHELMJ.

SAN FRANCISCO, JANUARY, 1904.

OF other diseases of wine we must first consider one that is much more common in California than is generally supposed, namely the disease of lactic acid. As almost all diseases of wine, so this may be attributed principally to faulty fermentation. It is astonishing how little is in general attached to a scrupulously clean fermentation. Most vineyardists have no idea of the importance of cleanliness in fermentation. While in the making of beer this factor has long been recognized as one of the most important, it is almost entirely neglected in the preparation of wine which is so closely related to it. And yet in this matter cleanliness should be considered far more important than in the brewery, for while in the latter it is possible to keep all materials of fermentation sterile, this can be accomplished in the preparation of wine only by means of a new process that is almost entirely unknown and of which we shall speak another time. Until this process is generally introduced, it is absolutely necessary to direct one's attention to the causes of ninety-nine per cent of all diseases of wine, and that is lack of care during fermentation. One can hardly form a conception of what a breeding place the floor of a cellar forms that is not carefully made even and level and in which dampness during the period of fermentation can hardly be avoided. Investigations of such continually damp places have furnished the starting material for entire collections of organisms as they are found in ferment-physiological laboratories. For what is transmitted from the grape into the must as spores can soon reach a flourishing state of development in such damp cellars. One must not imagine the fermentation of must to be a mere decomposition of sugar in which the sugar of the must is separated into alcohol and carbonic acid. The yeast which mostly adheres to the grapes in a dry state, i. e., in the form of spores as the botanist calls it, needs to go through the process of budding for further development. This budding takes some time, though not very long. For the formation of alcohol in yeast noticeably begins only then, when a certain quantity of yeast is present. During this time all other organisms have an opportunity to multiply also. It is the alcohol contained in the wine that acts as an antiseptic against other infections. Now as in the entire realm of nature small organisms increase much faster than large ones, the bacteria have a better chance to increase on account of their small size than the comparatively larger yeast plant. This, on account of its quality to form alcohol, checks then the growth of other organisms that cannot live in alcohol, and thus succeeds in furnishing a palatable, durable wine in spite of all possible infections. This is true in all cases in which the yeast had a chance to reach a full state of development, i. e., from the beginning it was in a good, healthy condition capable of producing fermentation, and secondly, if its fermentation could take place in the proper temperature. But

what if this was not the case? There are probably very few vineyardists in this State who have produced wine for some time and who have not met with the accident of the wine refusing to complete its fermentation. The vineyardist will probably never admit that he is to blame, and that he might perhaps have been able to change something in the unsuccessful process of fermentation. For there is no doubt but that the unclean condition of the cellar as well as other insufficient contrivances are largely responsible for the unsuccessful fermentation. Neither the temperature nor the excess of sugar are the direct cause but always the infection through bacteria that prevent the yeast from continuing its growth. If wines, as I have repeatedly found in my practice, with six per cent of sugar and nine per cent of alcohol contain 12.5 per 1,000 of free acid and 3.5 per 1,000 of volatile acid, then it is simply impossible for sugar to complete its fermentation. In such a large quantity of acid no yeast in the world can work. That such a large quantity of acid can be present, presupposes a poor manner of conducting fermentation. For it is significant that exactly with a low temperature poor fermentations are found, while in other wine-raising countries no notice is taken of a low temperature during fermentation; on the contrary, it is considered desirable so as to be able to preserve for the wine its flavor of fermentation.

Doubtless the poor condition of the yeast is the chief cause of an unsuccessful fermentation. But while in other countries one no longer depends on the yeast that is found on the grapes but instead uses yeast of whose good results one is sure in advance, such an ideal method of producing fermentation is not yet accepted in this country. I am personally convinced that the time will come in which only cultivated yeast is used in making wine, as is already generally done in making beer. Here also it was for a long time considered unnecessary, but finally one was driven to the conclusion that only in this manner the durability of beer could be guaranteed. But with wine still other points must be considered. For not only a successful fermentation under all conditions is obtained, but also wine of an inferior grade can be given a flavor which it otherwise does not possess. And this not by chemical means, but through the natural process of fermentation. This, too, will be discussed another time. To-day, when in spite of all splendid counter-proofs the vineyardist in this country cannot yet make up his mind to use pure yeast, one must invent other means to prevent losses arising through diseased wines. And here we must emphasize again: This can first be done through cleanliness. Now, when the time of fermentation is over, is the proper time to prepare one's fermentation cellar for next year. And here an examination of the condition of the floor besides a thorough cleaning of the entire cellar is of great utility. Holes and depressions should always be filled in, for they are the greatest places of infection. If the bacteria are allowed to remain there over winter without killing them by means of some antiseptic, it only needs a little fresh must next year to bring them again to a full state of development. Therefore one should never ferment in uncemented cellars, and in regularly cemented ones all holes should be carefully repaired. A chief condition is always that the water may be able to run off without leaving puddles. As long as one loses sight of cleanliness during fermentation, so long one has done nothing towards preventing a failure of fermentation.

Address delivered at the Annual Banquet of the Chamber of Commerce of San Francisco, by A. SBARBORO, President of the Manufacturers' and Producers' Association of California.

California Wines Coming to the Front.

AFTER many years of hard struggle, California wines, like all the other California products, which had to struggle long and hard for proper recognizance before the public would acknowledge their merits, are at last forcing their way on the tables of the most fastidious wine-drinkers. Even the best families who used California wines at the family table, but did not think it the proper thing to serve when they had visitors, have now overcome this prejudice and take great pride in extolling the merits of our native wines. Their table is not complete unless they have a bottle of California Chablis for their oysters and a flask of Asti Tipo Chianti, put up in a dainty flask, with their roasts. This is not only true of the people of the Pacific Coast, who have become intimate with these wines, but many of the wealthiest Eastern families, notably those who have visited this State, now use California wines exclusively on their tables.

This desideratum has been brought about principally by the remarkable improvements made in the production of California wines in late years. Practice makes perfect, has been well demonstrated in this matter. More care has been taken in the selection of grapes. The proper blending in the cellars by men of long experience and with European reputation, and as the industry has been brought to a paying basis, the wine-makers have been enabled to properly age their wines before they put them on the market, which, after all, is the only means of producing really fine wines.

Mr. P. C. Rossi, President of the Italian-Swiss Colony, one of the largest grape-growers and wine-makers in the State, who recently visited Italy as a representative appointed by the Governor of California to the Seventh Agricultural Congress in Rome, whilst visiting the different cellars of this country, which has been perfecting wine-making for the past thousands of years, observed in one of the best-kept wineries that much of the cooperage consisted of concrete tanks, lined inside with glass. The merit of this system of keeping wines immediately attracted the observant eye of Mr. Rossi, and he brought with him back to California one of the most expert glass tank makers from Italy, and is now building at the winery of the Italian-Swiss Colony, at Asti, eight of these glass-lined tanks, each holding 25,000 gallons. Gradually all the cooperage of the winery may be turned into glass receptacles, where the wine may be kept as well for ageing purposes as if it were put in huge glass bottles. Thus, it will be seen that California wine-makers, knowing that California is the only State in the Union where the true wine grape grows to perfection the same as it does in Italy and France, and that the viticultural industry has a great future before it, so that in time the State will produce as much wine as is now produced in Italy, will spare no expense in perfecting their wine plants, taking immediate advantage of any improvements in wine-making or wine-keeping that may be adopted in the wine-producing countries of the world.

Members of the many conventions which came in late years from all parts of the Union to hold their meetings in San Francisco, who tasted our wines here, brought back with them high praises of the quality of our real fine wines, and frequent orders now come from the Eastern States for the brands of wines which these people sampled here.

The members of the American Bankers' Association who visited our vineyards and wineries during the wine-making season last year and saw with their own eyes how carefully the luscious grapes were selected and crushed into the ruby liquid, were thoroughly convinced of the purity of our wines, and both themselves and their families are now using California wines on their tables.

Another strong aid to the introduction of California wines abroad has been the sending by wealthy families here sample cases of our wines to their Eastern friends as presents for the holidays and other occasions, the patriotic Californian taking pride in his State to show the people of the East what California can produce.

The people of the Eastern States have further had their eyes opened by the Pure Food Bill passed by our last Congress. Chief Food Inspector, Dr. Wiley, of the United States Agricultural Department, has demonstrated that a large quantity of the wines imported from Europe, for which fancy prices were paid by consumers, were adulterated, and a late dispatch from New York states that one lot of fifty carloads of adulterated wines was returned to Germany.

The following dispatch speaks for itself, and should be a caution to every wine-consumer in the United States:

"LEXINGTON, Ky., Jan. 16.—Revelations of the impurity of foods in Europe are made by Professor Allen, Secretary of the National Pure Food Association, in his report. Professor Allen has just returned from London, Berlin and Paris, where he had been sent by the association to make an investigation of European food products.

"Professor Allen said: 'I learn from the authorities of the municipal laboratories of Paris that 60 per cent of the French wines and 80 per cent of their champagnes are either adulterations or imitations, notwithstanding the French vineyards had the greatest yield the past two years within a century, and pure wine itself had been very cheap. Much of the wines included in this 60 per cent never saw a vineyard and grape forms no part of their composition. The United States Bureau of Chemistry, when it began to enforce the pure food law on imports last year, found that the American people had been drinking labels.'"

To more fully protect the good name of California wines the grape-growers and wine-makers of this State held a convention lately at St. Helena, which was attended also by some of our Congressmen, and the result of the meeting was the preparing of a Pure Wine Bill which will not only protect the American people from being imposed upon by purchasing adulterated wines from Europe, but will also be protected by law from any adulterated wines made in any part of the United States.

These precautions will convince our people that they can freely use our wines, knowing that they will contain nothing but the pure juice of the grapes, and it is to be hoped that this fact will induce our American people, little by little, to place a bottle of wine on their tables at every meal, and when this desideratum shall have been achieved, the work of the prohibition societies shall cease, as it is well known that in the wine-drinking countries of the world, where every man, woman and child uses wine at the tables, drunkenness is almost unknown.

PRODUCTION OF WINE.

If any further evidence should be required to prove the superior quality of our California wines it may be found in the following extract from a letter received by Mr. P. C. Rossi whilst in Italy from Dr. Enrico Fileni, director general of a large Co-operative Wine-makers' Association at Frosinone near Rome, Italy.

The Professor says: "I thank you very much for your kindness in having given me occasion to taste the excellent wines of that far country about which you wrote me so much and with so great interest and competency.

"I took occasion to have your California wines served at a banquet given by a number of expert wine men of our society in order to bid farewell to a friend who was leaving this country.

"I assure you, sir, that all the guests could not praise sufficiently the excellent quality and superiority of your wines, which really do honor to those who undertook the exploitation of wine-making in that far country of California."

The quantity of wine which can be produced in California is only measured by the quantity that can be disposed of. The State now produces about 40,000,000 gallons per annum, which is less than one-half a gallon per capita per annum for the population of the United States. The people of California, who come in close contact with grape-growing and wine-making, already consume more than four gallons per capita per annum, whilst the people of France, Italy and Spain drink annually about fifty gallons of wine. When the American people will become educated to the use of this healthy beverage at their tables and consume ten gallons per capita, then California will turn its rich rolling hills, which serve now only as sheep pastures, into beautiful vineyards, and will be able to supply the American people, who will soon number 100,000,000, with 1,000,000,000 gallons of wine per annum. In addition to this, the State will be able to export to foreign countries all the wine for which it will have a demand.

The little island of Cuba alone consumes 7,000,000 gallons of wine, and if in the late reciprocity treaty the tariff on wine had been so reduced as to put us on an equal footing with Spain, which can lay its wines on the island for 2 cents per gallon freight, whilst California has to pay at the rate of 7½ cents per gallon for freight, we could supply Cuba to-day with all the wine which it consumes.

England, although not a large wine-consuming country, as there only the well-to-do can afford the luxury of wine on their tables, already takes a large quantity of California wine. It was introduced there under great disadvantage some years ago by the enterprising

firm of Grierson, Oldham & Co., who labeled every bottle in large letters "California Wine," and has become popular throughout England as the "Big Tree Brand."

The Englishman has no prejudice, nor does he pay for labels, but he wants the best value for his money. That this we can furnish from California has been proven by the fact that in every club, finest hotel, restaurant and on the tables of families in every part of the British possessions may be found the "Big Tree Brand" of wine, which sells at a fixed price of from 2 to 3 shillings per quart bottle, according to the quality and age.

Switzerland, Belgium and Germany are becoming good consumers of our wines, much of which is used in blending with their inferior quality of wines so as to bring it up to a good standard.

The Southern and Central American republics, where with the wealthy people wine is indispensable, also consume considerable quantity of California wines. If our treaty-making power could obtain a reduction of tariff from these countries, which is now exceedingly high, then our wines would also reach the middle and poorer classes, which would increase our sales in those countries enormously.

WINE PRICES.

The prices of wines in California have in the past ten years varied considerable; some times caused by overproduction and more frequently by cut-throat competition. Our readers may perhaps be interested in the following price list for the past ten years:

	Cents.		Cents.
1894.....	7 to 12	1899.....	8 to 12
1895.....	9 to 13½	1900.....	15 to 17
1896.....	15 to 20	1901.....	17 to 20
1897.....	12 to 20	1902.....	22 to 22½
1898.....	5 to 10	1903.....	17 to 20

The above prices, which should be noted are for round lots including the whole contents of each cellar, sold direct from the wine-producer to the wine-dealer. Of course wine produced from choice grapes and properly aged costs much more to produce and large amounts for evaporation and interest to keep. A reasonable figure for the cost to the producer for five year old wine may be quoted at 50 cents per gallon and ten year old wine costs fully \$1.50 per gallon at the winery. These fine wines, however, are mostly sold in glass—that is to say, bottled and shipped in cases—and it is this class of wine that the true wine-maker depends upon to make his reputation, and that of California for fine wines, every bottle bearing his own name.

The grape and wine industry has been for the past few years somewhat concentrated in strong hands, which, whilst preventing the unreasonable competition of former years, has maintained the prices in view of paying a reasonable remuneration to the grape-grower, wine-maker and wine-dealer alike. So long as this condition of affairs will exist, so that all can make a reasonable interest on the capital invested and the risk taken, there will not be any strong fluctuations in prices, which if lowered would prevent the industry from being on a paying basis, and if placed much higher might diminish consumption, both of which conditions should be carefully avoided.

For some time past there has not been made the proper discrimination between wines produced from hillside grapes, which make good quality but not quantity, and the lowland grapes, which produce large quantity but poor quality of wine, but the time is certainly coming when the grape which gives the best quality of wine will obtain the best prices.

In conclusion I have to repeat what I have often stated before, that on account of the great advantages possessed by California, the time is not far distant when viticulture will be the principal industry of the State.

A. SBARBORO.

"I might be occupying a responsible position and be earning enough to live comfortably, and not be going every day to the distillery down there where the bridge crosses the brook—had I never seen whisky.

"Yes, whisky has changed me from what I might have been, for I own that distillery and all of this beautiful property. My chauffeur lives in that cottage, while my home is in the stone castle on the hill. I ride in my automobile and have no use for the old horse."—*New York Herald.*

Maraschino Cherries.

FOR ten years the California fruit crops have been the subject of searching study by the national manufacturers of preserves. It remained, however, for the Long Syrup and Refining Company of San Francisco to realize the convertibility of one of California's finest products into the Maraschino Cherry.

Two years ago a suitable equipment was added to their already extensive plant. In the meantime the senior partner was conducting a special study abroad of all the foreign processes. Not content with learning foreign methods, skilled help was brought from France to complete the advantages of these fields of greater fertility. No expense was spared, and in a short time, experiment guided by experience had perfected a Maraschino Cherry of superlative quality highly satisfactory to an immense trade as well as to the manufacturers. The quality of cherries used is California's best, the fruit being absolutely whole with all specked and soft fruit entirely eliminated. The very finest Maraschino is used to preserve the luscious fruit, whose delicate flavor is imparted to the improvement of any cocktail.

So superior has been this California product that, where before but one firm in the United States manufactured Maraschino Cherries, the Long Syrup Refining Company has won the full confidence of foreign as well as domestic markets.

HIGH ART IN TRADE ADVERTISING.



REPRODUCED FROM THE CALENDAR OF
A. VIGNIER CO., SAN FRANCISCO.

A Rare California Product.

MY knowledge of the present and future condition of California as a fruit-growing center is naturally limited and is almost entirely confined to cherries, which are produced in this State of such rare quality that their fame has spread to the most distant points. This rare product to be fully appreciated and enjoyed, however, must be gathered when ripe. The unpreserved and often unripe fruit when transplanted has lost much of its delicious taste and superior flavor before it reaches the consumer. The accidents incidental to shipping and especially constant handling, are very detrimental to fruit. Therefore to get the full benefit of the California Cherry, Fleischmann & Co. in a rare spirit of commercial enterprise, perfected arrangements by which they are able to bottle the fruit where it grows, and the result is the famous brand, Golden Gate Cherries in Maraschino. The exquisite quality of this product cannot be described in words, being beyond the reach of the most prolific pen.

According to one of the beautiful legends preserved in the Ring of the Nibelungs, the grim warrior, Hagens, cast into the Rhine the precious treasure, which had cost much blood of valiant Knights to flow in its defence, and which will remain in the bed of the river for all time, its presence there being indicated by the golden glow in the wine pressed from the luscious grapes gathered on the hills of the "bacchanal crowned" stream, hallowed in legend and in song. The rich glow of the gold buried in the depths of the earth, the warm rays of the sun has conjured forth in the California cherry, which has all the royal attributes that charm the eye and taste.

Although the venture on the part of the firm mentioned above is comparatively in its infancy, the growth of the undertaking has been so rapid that the outlook for an increase in the demand for the product is most reassuring, affording the widest range for speculation as to the possibilities. Such a condition opens a new vista, and in bottling cherries in Maraschino California has added another to its many profitable industries.

The Golden Gate Cherries have proven a revelation to that large class of critical gourmets, who heretofore have known the California fruit only in its most imperfect form and from reports of writers and travelers. Therefore this novel undertaking, supported by large capital, freely expended in manufacturing facilities, introduced on an extensive scale, and by the most elaborate advertising publicity, will in the course of time make the California product as widely known as Fleischmann & Co.'s Congress Hall, Maryland Rye, Queen Mary Scotch Whiskey and Pilgrim Gin, whose reputation is international.

These facts supply ample food for serious reflection, and their most extensive application in other California fruits, would, no doubt, be attended with the best results, which would be in strict conformity with my experience with the Golden Gate Cherries.

Whatever glory is preserved for the great State of California in other directions, her fruit industry will not be one of the least valuable of her commercial interests. She is the Gate both to the East and to the West, and for this reason the sun seems to have been commissioned by nature to linger longer there, in order to conjure to the surface of the verdant earth a paradise revealed in fruits and flowers.

HENRY HEINEMAN.

Cincinnati, Ohio, January, 1904.

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E. & J. BURKE'S Bass's Ale and Dublin Porter (GUINNESS'S EXTRA FOREIGN STOUT, the finest brew).

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DEWAR'S Old Highland Scotch Whisky.

KEYSTONE MONOGRAM Whisky.

BASS RATCLIFF & GRETTON, Ltd.—Bass Ale, in Wood.

ROYALTY HOLLAND Gin, in Wood.

ECHENAUER & CO'S Clarets and Sauternes.

A. HOUTMAN & CO'S Holland Gin.

LAWSON'S Liqueur Scotch Whisky.

GLENLIVET Scotch Whisky, in Wood.

JOULE'S Stone Ale, in Hhds. and Hlf. Hhds.

MEINHOLD'S Anchor Brand New York Cider.

HENK WAUKESHA Mineral Water.

EVANS' INDIA Pale Ale.

SHERWOOD ROBIN HOOD, in wood & bottle

MACKENZIE & CO'S Spanish Sherries and Port.

E. & J. BURKE'S Nonpareil Old Tom Gin.

BURKE'S Hennessy Brandy and Dry Gin.

ROSS' Belfast Ginger Ale, Club Soda, Etc.

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Whiskies, Gin, Brandy, Rum—Imported and Domestic—in bulk and bottled, in bond and free, guaranteed pure.

Re-Imported Whiskies.

Fine Trade of 1903.

William Melczer, of Melczer Bros. & Co., reports as follows: "We had a prosperous year. Our leading brands, Claigmoor Rye and Bourbon whiskies, had very fair success. We have introduced them throughout California, Arizona, Nevada, and Washington. Of straight goods we managed to send out quite a lot. Of the reimported goods we can name Belmont and Astor whiskies, and Mellwood, and we have done creditable business in Old Crow and Hermitage, which we carry in bond, of all ages. With Monticello Rye we are able to report very flattering success. In Old Pepper, of which we are distributors, we think we did our share. Our best support was, however, in Scotch and Irish whiskies and in French cognacs. We carry these in bond both in bulk and glass. Speaking in a general way, we have no reason to make complaint in regard to the first year's business, and we expect a generous increase during the coming year. Our Arizona branches have been prospering to our full expectations. Collections have been fair both here and there."

Chapman & Wilberforce have shared abundantly in the increase of business which has characterized the year. Mr. Chapman reports that in most of the lines dealt in, the demand has steadily gone ahead. French and German white wines have sold well, and also London market champagnes. The call for clarets, however, shows signs of falling off. Amongst goods the sales of which are increasing may be mentioned Perrier-Jouet, Peter Dawson's Scotch whiskey, and Plymouth Gin. The agency of the Brown, Forman Co., of Louisville, Ky., for their old Forester Bourbon, has recently been obtained, and Chapman & Wilberforce are anticipating a large sale of this article. The new year, Mr. Chapman reports, is opening up rather quietly, but he sees no reason why it should not eventuate quite as profitable as 1903 if the general prosperity of the State keeps up.

The Spohn-Patrick Co. about twelve months ago added a liquor department to the business, and the experiment has been crowned with success. Last years was by far the most prosperous in the history of the firm. Marquette whisky, of which this company are distributors, sold exceedingly well. Grommes & Ulrich conducted a very extensive advertising campaign, and the results were most satisfactory. Marquette whisky is now for sale in more than 1,000 houses in San Francisco alone, and it is equally popular all over the coast. In Washington it has a tremendous sale. The company has recently put Moerlein's beer (Cincinnati) on the Californian market. It is now sold in all the leading places in San Francisco, and is destined to become very popular. So satisfactory has this firm's business been that a lease has been taken of a fine four-story building on Front and Pine streets. The new premises are to be occupied on April 1st. A foreign department was added last year, and business is now being done with the Orient and Australasia. "We are banking on the future," Mr. Spohn says, and we are bound to do a great increase of business."

Mr. Isaacs, of the Grauner Commission Co., states that Dr. G. Bouvier's Buchu Gin is meeting with wonderful success. "The demand is increasing all the time," he says, "for the reason that the article is an article of merit, and one that goes into more families than all other gins combined. The new year is opening up very brightly, and I expect even better business than in 1903. During this year we are going to break into new territory, including the States of Oregon, Washington, Idaho, Utah, Montana and Nevada."

"We have had a very good year, the best in the history of the firm," reports Mr. Bocqueraz, of the Shea-Bocqueraz Co. "Our trade developed well in the country districts, and also in the States of Arizona and Nevada. We expect that business will continue going ahead during this year, although the Presidential election may have a slightly retarding effect."

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

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Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



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The Institute of Fermentative Industries.

THE Institute of Fermentative Industries was established in July, 1903. It is the first of its kind in the western portion of the United States, and, so far as it relates to the wine industry, the first in the whole country. Its founder, Dr. A. Wilhelmj, has had a thorough training in agricultural and fermentative chemistry, and he believes he is supplying a long-left want in starting the institute.

The doctor fully expects that it will take some little time before the usefulness and necessity of such an institution will be properly appreciated by those whom it is intended to benefit, but he relies confidently upon the reputation which he brings concerning his work in Germany, and upon the verdict of the patrons which he has already secured in San Francisco. The list of those who patronize the institute is constantly growing. At the request of the Brewers' Association of California he has already opened his first course in Pure Yeast Culture, and it is his intention to give similar courses for vineyardists and butlers in the spring. Complying with our

past few months I have prevented serious loss to a wine dealer, and have also, through appropriate improvements, made saleable wines that were not considered normal.

"2. The Bacteriological Department. This department occupies itself chiefly with the culture of pure yeasts and their selection for wholesale manufacture. We have on hand a complete collection of yeasts, American as well as European. Recently the collection was materially increased by a present from Mr. William B. Alwood, special agent for pure yeast culture in the Agricultural Department at Washington. We also have an interesting collection of all kinds of bacteria and mould fungi, a great part of which are furnished by wines arrested in their fermentation.

"3. Especial emphasis has been laid on the arrangement of the school. The first division is for beginners, who are practically and theoretically grounded in chemistry according to the world-renowned method of Fresenius, in whose institute I was instructor for some time. The student first becomes acquainted with the reactions of all compounds, and is then trained in the analysis of simple and complex matters. The second division of the school is de-



DR. WILHELMJ'S LABORATORY

request, Dr. Wilhelmj has written the following description of the objects and methods of his institute.

"The institute was opened because of the lack of anything of the kind in the entire west of the United States. I am able to state already that I have not been disappointed in my expectation that it would be patronized by those interested in the fermentative industries after they had once recognized its value. I expect to yet convince those who are standing aloof that such institutes are an urgent necessity. I have introduced the following departments:

"1. The Analytical Department. Here, complete analyses are made of wine, beer, spirits, brandy, and of all intermediate products of the fermentative industry, as well as of pitch, disinfectants, etc. A speciality is the testing of wines as to their durability. Although something of a novelty, it has proved a great success. Within the

signed for such as are engaged in the practice of fermentation. Those who have already studied chemistry to some extent, or who wish to devote themselves to some particular branch of the fermentative industry, will obtain here a complete course of instruction. A study of all chemical processes is made, the customary methods of investigation are taught, and the culture of pure yeast is also taught. But it is understood that only one specialty of this division can be selected by the learner. The third division of the school is for special courses given from time to time to those interested in the subject of fermentation.

"In conclusion, I may say that I have founded an institution which I am firmly convinced will prove to be for the general good, and I am certain that its merits will be fully recognized and appreciated."

Milwaukee Correspondence

MILWAUKEE drinks more California wine than any other kind. There is no doubt of it. Wholesalers and retailers who have been approached on this subject declare this is true. Ten years ago there was comparatively little consumed here in comparison with the quantity now sold, and the outlook for the Far Westerners to increase their business here is brighter at the beginning of the new year than ever before.

There is one turn of affairs that makes the wine business look more favorable, and that is the decision of Milwaukee's largest department store to put in wines, brandies and whiskies, and give their trade the benefit of low prices, and trading stamps to boot. This step has stirred up the retailers of wet goods to a point that they will look to the jobbers, who can make low figures, rather than those who have the "dandy" stock to offer, for there is likely to be a cutting of prices in bottled goods, such as has never before been known in Milwaukee. In conversation with men who have been in the liquor business all their lives, it is learned that a much larger business may be looked for this year, because of the increase in population, the increase in the number of saloons, drug stores, and, most important of all, the action of several large department stores, putting in departments for the sale of wines, whiskies, brandies, etc.

This also has been learned: Not only Milwaukee, but Wisconsin, is a good fighting ground for California wines and brandies, and a much greater business should be done here this year than ever before. It is up to the distributors to get this business, as it is here to be had, and those who are up and doing will likely fatten their order books, and consequently their bank accounts as well.

There is one bad feature to contend with, and that is the probable attempt on part of the jobbers and wholesalers to grind down the prices to the lowest possible notch. There is great competition, and it is likely there will be more. This, however, may lead to those buying California stock to place larger orders to get inside of the bottom price, and it also may lead to the buyers seeking an inferior stock. Some men will likely do this and get a concoction of stuff mixed beyond recognition by men who buy everything, and are, unfortunately, of the opinion that they know more about mixing and blending than do experts, who are paid high salaries for doing that very thing.

A member of a firm of importers, when asked if people really cared more for French goods than for domestic, said:

"That's rather pertinent, but it isn't a bad question after all. It's a fact that 99 per cent of the people do not know the difference. They like a fancy name, after they learn to pronounce it; like to pull the cork from a fancy shaped and labeled bottle, and when served, like to act as if they were used to drinking nothing but the kind made by a select few, for the select few. From this you may think that the people think more of the pretty package than they do for what it contains. This is absolutely true, in more than seventy-five cases out of every hundred. This cuts a tremendous figure in the selling by distributors. And, as a matter of fact, those who sell neatly gotten up packages usually have the best trade. It proves true that the concerns who put up good wine, whisky or brandy, or even

beer, in neat bottles, are the ones which make a good class of goods, and are not afraid to spend a little more in showing the trade they have something excellent to offer.

Of course, it is our business to push the sale of French and other foreign goods, but we have nothing to say against the California wines. We have the best wines and brandy that is put into casks and bottles, but the California and even the Milwaukee wine and other goods are good enough for the most exacting.

"Trade in domestic goods is growing year by year, and I have no doubt that this will be the banner year of all. There will always be a demand for imported stock and we expect our sales this year to be far ahead of last."

"There is more California wine and brandy consumed in Milwaukee than any other kind," said Jack Hayes, who is about as well posted on conditions as any man in the city. "I believe," continued Mr. Hayes, "that there is going to be more sold and used this coming year than ever before. It is not the best thing for the distributors to get after the department store trade, but this is being done to an alarming extent. In the past year at least five of these establishments in this city have opened up a trade in the bottled goods and they seem to do a thriving business. I suppose it doesn't matter to the California people who gets their goods out here, but a yell is being set up by our saloon-keepers. Their business in fancy stock will fall off, and it won't be very long until the bottle trade will be a thing of the past with them.

"The worst feature of the business is in the indiscriminate cutting and slashing of prices. There is no need whatever to do this, but you can't make them see it. Good wine, brandy or whisky, that ought to bring a fair margin to the seller, in any part of the city, is being sold at department stores at a figure that retailers in the business cannot buy for in case lots. I suppose they buy in good-sized quantities and make their profit on other goods in their stores, for they certainly cannot make it on the wines."

"I believe," said Edmund S. Thatcher, who handles a good-sized stock of California wines each year, "that there was an increase of 50 per cent in the amount consumed in 1903 over the quantity in 1902. There is no way of telling exactly, but I believe that is a fair guess. For my part, I can sell all the California stock I buy, and my trade seems to prefer it to any other makes, and it is not the price that cuts the figure, either."

From the location of Mr. Thatcher's place of business, right at the edge of the swell residence part of the East Side, it would carry out his statement that it was not the price that his customers would object to.

MILWAUKEE NEWS NOTES.

Milwaukee ended the year 1903 in second place as a malting center. The average daily output, exclusive of the breweries, was 17,000 bushels, and the present year is expected to average 23,000 bushels per day. The output of the breweries will be more than 11,000 bushels, making a total output of the malting houses and breweries of over 34,000 bushels daily. The aggregate value in 1903 was something over \$4,000,000.

During 1903 Chicago drank 3,851,047 barrels of beer and 139,281 gallons of distilled spirits. This is a decrease of 75,000 gallons of whisky from 1902, and Milwaukee claims this city furnished about 200,000 transient Chicagoans with liquor when they visited here last summer, and as the consumption in Milwaukee increased greatly over

the preceding year, these thirsty Chicago men carried a great quantity home, either in bottles or jugs or under their vests.

On January 1, 1904, Eugene Wuesthoff, general manager of the Schlitz Brewing Company, stepped out of the harness he wore for twenty-nine years. Failing health was the reason for his resignation. Mr. Wuesthoff is one of the best known brewers in the country, and it is due much to his executive ability that the Schlitz Brewery has become one of the largest in the world.

The American Malting Company will spend \$250,000 in improving the buildings in Milwaukee burned in the recent fire. Large elevators will be built.

The Val Blatz Brewing Company is spending a good sized sum in improvements at Peoria, Ill.

The Schlitz Brewing Company is rapidly completing the \$500,000 improvements undertaken here. The new malt house has a capacity of 1,000,000 bushels. The bins will hold 550,000 bushels.

Old Taylor Trade Mark.

THE right to use as a trademark on whisky the name Taylor is involved in an appeal which has been filed in the Appellate Court from the judgment of the Jefferson (Ky.) Circuit Court in the case of E. H. Taylor Jr., & Sons versus Marion E. Taylor. The Old Taylor whisky is manufactured by E. H. Taylor Jr., & Sons, of Frankfort, and they allege that they have the name copyrighted. When Marion E. Taylor, of Louisville, put out a brand of Taylor whisky, E. H. Taylor Jr. & Sons brought suit in the Jefferson Circuit Court, before Judge Toney, to enjoin the former from using the name Taylor, alleging it to be an infringement on their trade mark. The petition was dismissed by Judge Toney, and E. H. Taylor Jr. & Sons are now appealing from this decision. So far as drinkers of whisky are concerned, the only genuine Taylor whisky is the Old Taylor manufactured by E. H. Taylor Jr. & Sons. The other brand is unknown.

New Incorporations.

Lilienthal Co.; capital stock, \$500,000; shares, \$100 each; subscribed \$500, by P. N., E. R., J. W., B. P., and J. L. Lilienthal, 1 share each; place of business, San Francisco.

San Francisco—Sanders & Co., Copper Works, capital stock, \$75,000; subscribed \$500, by Carl L. and Annie Schallitz, Edw. Smith, August Schaeser and Robert Grasshoff.

Sacramento—Alum Rock Hotel Co.; capital stock, \$200,000; shares, \$1 each; subscribed \$100,000, by Arthur Gruenberg, M. B. Woodworth, J. S. Parry, M. C. Smith, B. A. Herrington, H. J. Brewster and C. B. Holloway; place of business, San Jose.

San Francisco—Wichman, Lutgen & Co.; capital stock, \$250,000; shares, \$25 each; subscribed, \$249,925, by H. P. Wichman and John Lutgen, 3,998 shares each; Frederick Staude, 1,999 shares; C. B. Abraham and T. H. Nichols, 1 share each; place of business, San Francisco. E. B. Davis, attorney.

A. Sbarboro & Sons—This incorporation was formed for the purpose of handling the private property of Andrea Sbarboro & Sons. Andrea Sbarboro subscribed for 4,975 shares each; A. E., R. and R. C. Sbarboro and A. J. Sartori, 5 shares each; place of business, San Francisco.

Sacramento—Escondido Vineyard Co.; capital stock, \$50,000; shares, \$1 each; subscribed \$5, by J. Johnston Jr., E. C. Johnston, C. B. Lewis, C. W. Childs, B. F. Mansfield, 1 share each; place of business, Los Angeles.

G. Migliavacca Investment Company; capital stock, \$200,000; shares, \$200 each; subscribed in full, by G. Migliavacca, 990 shares; Madalina, Clara, Angelina and Joseph A. Migliavacca, 1 share each; place of business, Napa.

Lachmann & Jacobi are well pleased with their year's record. "Business for the past year," says Mr. Jacobi, "has been eminently satisfactory—as good as it has ever been. As to the coming season, I am not prepared to undertake the role of a prophet. If it proves to be as good as the one just concluded, no one will have any reason for complaint."

Gundlach Bundschu Wine Co.

San Francisco New York

We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



"Trade has been exceptionally good," Mr. Reynolds, of the Hilbert Mercantile Co., reports. "With all our agencies we have done very well indeed. All through this State, and in Nevada, Washington, and Oregon, trade has been splendid throughout the year. Oregon and Washington are both new States with us. Business in the Philippines, which was rather flat for a while, is picking up well. The prospects for the coming season could not well be better. We have eleven or twelve men travelling, and all report that the country is in very good condition, although a little more rain in the South is required."

Wichman, Lutgen & Co. have nothing to report regarding the last year's business that is not eminently satisfactory. The scope of the firm's operations is increasing all the time, and 1903 was the best year in the firm's history. Without branching out into new fields, the company is securing a gratifying access of custom. There is every indication that business during the coming year will be quite as good as that of the year just closed. This firm has recently incorporated.

This is what Mr. A. Repsold, of Repsold & Co., has to say about business in 1903: "Last year was a very good one for everyone in the trade. Some of us made the mistake of paying too much for the grapes, as will always happen, but still on the whole it was a very prosperous year indeed. Seeing that we are only in the first month of the new year it is rather too early to say anything about the prospects for the season."

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO



Fleischmann's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE THEY GROW IN CALIFORNIA.

WRITE TO

WRITE TO

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

Messrs. Charles Meinecke & Co., sole agents on the Pacific Coast for Barrett's Unrivalled Prune Juice, report that they have had a most successful year in marketing this first-class article. The cordial is well named "Unrivalled," for there is none superior to it. There is every prospect of an even bigger volume of business during the coming year. Barrett Company's Unrivalled Prune Juice is a most popular article all over the United States.

Samuel Bros & Co. had an extremely successful year. Mr. Paul Samuel says: "The wine business last year was very, very good. We doubled our sales. I can see no reason why trade should not remain just as good for the forthcoming year. The drought which lasted a few weeks did not materially injure the vineyards, and the recent rains will surely tend towards ensuring us good crops, but there is certainly a long time to elapse before harvesting. Our vineyards are in first-class condition, and good results are expected."

Mr. Henry H. Paulsen, manager of Siebe Bros. & Plagemann comments with pleasure upon a material expansion of business in the States to the north of California. "In Portland and in the Territory of Alaska," he says, "we did more business than ever before. The Vina brand of brandy is selling well up there, and also in town. Our collections were good, and we are satisfied in every way with 1903, which was one of the best years we ever had. Prospects for the coming year are bright. We have started off well. Our customers down in the South say they want rain. If they get plenty, 1904 should be a record year for business."

"We have had a fine year—the best we ever had," Mr. Bowen, of the Wetmore-Bowen Co., reports. "The prospects for the coming season are that it will be as good as, if not better than, the last. All that is wanted now is more rain, particularly in the country south of San Francisco. There has been some rain recently, but still more is needed to make the crop thoroughly successful."

New York Correspondence.

EDITOR REVIEW:—Despite the maintenance of conditions on which prices would seem to depend, there have been some recessions during this month, and nowhere is there evidenced any tendency to advances on those inspections of whiskies which are now being most freely tax paid. It is from the standpoint of tax payments that the strength of the market is generally gauged, but at present, while withdrawals are reported as being most satisfactory, which should preface a steady demand for goods "fit for use," the demand is so small as to be almost imperceptible.

There are times when pessimism holds sway and this is undoubtedly one of the seasons. We have heard so much of overproduction, and resultant conditions, that while not convinced of the truth of such arguments, we are at least in a frame of mind which is most aptly described as "on the fence."

The conditions in Wall street and the wholesale shrinkage in values of the leading industrials, have contributed a considerable part to bringing about or at least encouraging this uncertainty. Where one year ago many of these industrials were booming along, despite the rumors of over-capitalization, etc., etc., to-day these rumors have been proven well founded, and to quote a favorite expression of the "street," the "bottom has dropped out of most of them." That many who have been considered rather "long-headed" were sufferers thereby, victims of misplaced confidence, excessive optimism, has caused others to pause now. The question is asked, "is it not probable that the fears of those who believe or profess to believe that the available stock of whiskies in bond is far in excess of the possible demands for several years, may be proven as well grounded as were the fears of those who decried the high values of stocks a year ago?"

Whether there be any basis for such apprehension is hardly within our province to pass upon. We have the carefully prepared tables of statistics from various compilers, but to what avail! Figures do not lie! But, alas, the ingenuity of man has rendered them most pliant! Given the same statistical figures to A. and B. to report and behold, what is the result. A shows us wherein they demonstrate beyond all question that production has been most conservative, and in view of the steadily increasing consumption, the demand will soon exceed the supply.

B is equally positive in his statements showing that the overproduction has been enormous and that only by a general restriction of the output for several years to come, can a proper equation of supply and demand be reached.

Truly wise is the man who can pursue a golden medium.

Aside from the orders consequent upon the depletion of stocks during the holidays, there has been but little activity in the California wine market. The general apathy of the whisky market has been communicated to the wine trade as well, and while prices are being maintained, and general improvement anticipated within the next month, there has been nothing of any importance reported since the first of this year.

Appraiser Whitehead's annual report just issued shows a material increase in the business through this port for 1903. In striking contrast to this is the report of Collector Stranahan, showing that less money was collected for duties than in 1902. The appraised value of the merchandise imported through this port was \$553,225,905.97, on which was collected \$172,470,725.52, whereas in 1902 on importations of \$524,871,410.45, there was collected \$179,400,368.98.

This disparity is explained by Mr. Whitehead by the fact that the greater part of the increase in importations has been in goods that are either duty-free or on which the duties are low.

The business of the tenth division of the Appraisers' stores, which includes tobacco, liquors and food products, increased from \$66,375,000 to \$69,000,000.

Judge Somerville has overruled a protest by George S. Bush & Co. of Port Townsend, Washington, involving the interpretation of the law regarding gauge of liquors.

The importation consisted of 300 cases of French vermouth, each

containing one dozen quarts. The Gauger at Port Townsend found that each bottle contained a fractional part of a pint more than a quart. The law provides that vermouth in bottles or jugs containing more than one pint and not more than one quart, shall pay a duty of \$1.25 per case, and that for any excess over a quart, an additional duty of four cents a pint or fractional part of pint be levied. The Collector estimated the excess duty on the basis of four cents for each fractional part of a pint in each bottle, which the Court has sustained against the claim of the importers that the excess duty should be estimated on the basis of the total excess in pints in the importation.

Ridley's of December 12th, reports the purchase of the Knock-and-Glenlivet Distillery, near Dalbeattie Station, Scotland, by Messrs. W. & A. Gilbey of London, England. By this acquisition, Messrs. Gilbey have become owners of the four largest Scotch whisky distilleries in Scotland, which is manifestly in line with their steadily increasing outlet. This firm is well represented on the Pacific Coast by the Crown Distilleries Company. Mr. Max Oberfelder of this city, who is the export agent for the balance of the United States, is making some stir among the trade on behalf of Messrs. Gilbey, and reports most gratifying results in the agency system, which he is carrying out on the lines adopted by Messrs. Gilbey in the United Kingdom.

Mr. Munson G. Shaw, son of Alex D. Shaw, was admitted to the firm of Alex D. Shaw & Co., of this city, at the beginning of this year. Messrs. Shaw & Co. report their business for last year as being the greatest in volume in the history of their house.

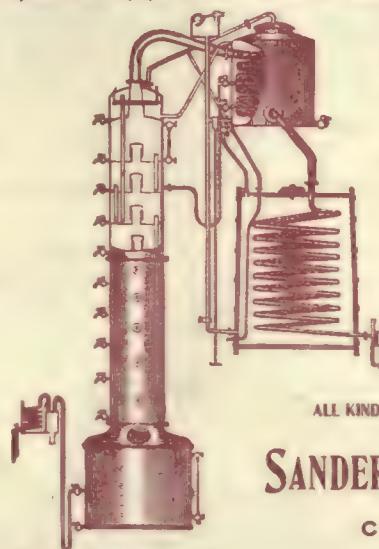
One of the most enjoyable events of the month was the second annual dinner of the New York branch of the Italian-Swiss Colony on January 2nd. The local officers, their assistants, the salesmen, and their wives, were present. Not the least pleasant feature of the dinner was the presentation to Mr. Louis Profundo of a handsome gold watch. The "wet" part of the menu consisted of Asti Sauternes, Asti Chablis, Tipo Chianti, Sparkling Moscato, Cognac and Apollinaris.

After a visit of three months to California, Mr. T. Miller of the Golden Gate Fruit Company, has returned to his desk.

New York, January, 1904.

The Blue Grass whisky, manufactured by the well-known old Kentucky firm of E. J. Curley & Co., maintains its strong hold on the favor of those who know a good beverage when they taste it. It is a fine, straight whisky, and is spoken most highly of, not only on the Pacific Coast, but wherever it has been introduced. Boone's Knoll whisky from the same house, is also a very popular brand.

IMPORTANT TO DISTILLERS AND WINE MAKERS.



This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GRO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

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SANDERS & Co.'s COPPER WORKS

CARL L. SCHALITZ, PROP.

PAT'D SE. T. 29, 1891.

309-311 HOWARD STREET, SAN FRANCISCO.



Messrs. Naber, Alfs & Brune are gents for the following amongst other popular lines of liquors: Aquavit (made in Norway), Swedish punch, Swedish Rent Branvin, Pomerans Branvin, John Ramsay whisky, Anderson S. M. whisky, Pepsin bitters, and Damiana bitters. The demand for all of these, Mr. Alfs reports, is of a healthy character. This is especially true of the Swedish drinks, a fact which leads Mr. Alfs to the belief that Swedes must be coming to this State in large numbers. Trade generally has also been very brisk. The firm sees no reason why another equally prosperous year should not be experienced. If an adequate rainfall occurs in the Southern parts of the State, nothing can prevent 1904 from being one of the best years in the history of the firm.

"The year has proved very satisfactory, both as to prices and business in general," reports Mr. C. M. Mann, of the C. M. Mann Company. "Especially increase has been shown in the glass goods trade, more so than in the bulk goods, as it is our aim, and always has been, to bottle and mature our choice varieties and place them before the public in the original package. We have been doing considerable trade in Honolulu and the surrounding islands, our agents in that section handling the wines to good advantage. Our sparkling wines, as well as the champagnes, have met with unusual favor, and not a complaint has been uttered regarding them. For the coming year we expect a still further increase in our sales."

McDonald & Cohn report that last year's business was very good, even better than that of the year before. New ground has been opened up in Nevada and in Idaho, and it has panned out most profitably for the firm. As for 1904, McDonald & Cohn consider they have very good prospects of substantially increasing their business.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

Sherwood & Sherwood have unrivalled facilities for distributing all over the Pacific Coast the high-grade liquors and other lines which they import. Branch houses to the north and south of San Francisco receive shipments direct by vessel, thereby saving the cost of transportation from San Francisco. Besides dealing in imported goods, Sherwood & Sherwood represent several important lines of American liquors and groceries. The firm has a splendid series of agencies all over the Western States, from Arizona to Alaska.

L. Wagner, of the Pacific Copper Works, Mission street, reports that business has been of a very satisfactory character during the past year. A considerable number of stills were sold, and the prospects for the coming year he regards as distinctly encouraging.

The Gundlach-Bundschu Wine Company, in common with everybody else in the wine business, looks upon the year 1903 with satisfaction. "Every one in the wine line," Mr. Bundschu says, "has good reason to be satisfied with the general condition of the trade, both in volume as well as in prices. The demand for our goods was brisk last year, and the inclination to buy finer grapes is developing right along the line. The last two vintages were rather prolific, and threw a good deal of surplus wine on the market, but still this condition seems not to have interfered seriously with prosperity or with the condition of values. We are looking forward to the coming season with the expectation of even larger trade than during the last year. The export trade is not on the increase, but California holds her own in the markets of the world."



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.

Walkerville, Canada

LONDON

CHICAGO

NEW YORK

SAN FRANCISCO

MEXICO CITY

VICTORIA, B. C.

An office has been opened at Room 310, Safe Deposit Building, California St., San Francisco, to which communications may be addressed.

Whisky Brand in Federal Court.

Wholesale Suits to Stop Illicit Trade.

Kentucky Distiller Asks for Injunction and Heavy Damages.

W. A. GAINES & CO., of Kentucky, have filed in the United States Circuit Court a large number of complaints in equity against numerous wholesale liquor dealers and jobbers of this city and elsewhere in the State, enjoining them from selling as "Old Crow" whisky any whisky or spirits not manufactured and distilled by the plaintiff corporation at its distillery in Frankfort, Kentucky.

These suits are the result of an investigation which has been secretly conducted by W. A. Gaines & Co. in this city and State and on the Pacific Coast, to ascertain the firms that were putting on the market an inferior imitation of the famous "Old Crow" brand of Kentucky whisky.

Harry E. Blood, the traveling representative of W. A. Gaines & Co., who has been in this city for months on this special mission, in conjunction with detectives from a well-known private agency, purchased a quantity of the spurious article in cases and bottles, at ridiculously low prices, from prominent jobbers and retail liquor dealers. Over three months have been consumed in running to earth the traffickers in the bogus "Old Crow" brand, and the cost has amounted to many thousand dollars. With these proofs in their hands, W. A. Gaines & Co. have gone

into the United States Circuit Court with petitions for injunction and damages against the dealers who have been thus engaged in deceiving the public and injuring the business of the corporation, which is reputed the largest distiller in the world.

Substantial sums offered by way of settlement out of Court have been refused, the purpose of the distiller being to expose and punish the liquor dealers who have been imposing on the trade and injuring the reputation of the "Old Crow" whisky, which has received universal recognition since 1867, when W. A. Gaines & Co. adopted "Old Crow" as the distinguishing trade mark for the whisky which they distill and sell to the world. "Old Crow" is made from the secret formula of a Scotchman, Old Jim Crow, who made the whisky famous as "Old Crow" whisky. In 1870, and again in 1882, this trade mark was registered in the Patent Office at Washington. W. A. Gaines & Co. have prosecuted infringers all over the United States, and obtained injunctions and judgments for costs and damages from Federal Judges in every State and Territory where dealers have been detected using the trade mark "Old Crow" upon goods not genuine.

Riordan & Lande and J. J. Scrivner are the attorneys for the complainant in these cases.

LASH'S BITTERS
Tonic Laxative

"HERMES" VINTAGES

PERFECT California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia
Zinfandel—Tavern
Cabernet—Mission
Medoc—Grand Vin
Burgundy—Cote d'Or

Hock—Castle
Riesling—Royal Western
Gutedel—Rheingold
Sauterne—Yquem
Haut Sauterne—Monopole

Angelica—Victoria
Muscat—Melbourne
Sherry—Oloroso
Port—Trousseau

ROYAL WESTERN—CALIFORNIA CHAMPAGNE A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

Distributors Wanted

FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
ESTABLISHED 1880

LOS ANGELES, - - - CALIFORNIA

WHEN YOU BUY

IMPORTED GIN

YOU CHEAT YOURSELF

OUT OF \$1.15⁰⁰ GALL

THE DIFFERENCE IN THE TAX ON IMPORTED AND DOMESTIC GIN

WHEN YOU BUY ILLER'S EAGLE GIN

YOU HAVE THE DISTILLER'S GUARANTEE FOR PURITY AND STRENGTH AT LOWEST COST.

WILLOW SPRINGS DISTILLERY
OMAHA, NEB., U. S. A.

PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE.

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Oscar Fincke	1/2 page
Tuttich & Warren	1/4 page
Dollman's Cafe.....	1/4 page
Neller & Schirmer.....	1/4 page
Market Cafe.....	1/4 page
Original Coppa's Restaurant.....	1/4 page
Steve's Restaurant and Grill.....	1/4 page
Sherwood & Sherwood.....	1/4 page
Cartan, McCarthy & Co.....	1/4 page
Paris, Allen & Co.....	1/4 page
Mario Lorenzini & Co.....	1/4 page

RE-CONSTRUCTED

Gundlach-Bundschu Wine (enlarged)
A. Vignier Co., Inc. (enlarged).....
Seattle Brewing & Malting Co.....
William Wolff & Co.....
Long Syrup Refining Co.....
Fred. E. Brett.....

A Year of Wonderful Progress.

It is no exaggeration to say that for the local wine and spirit trade for 1903 was a year of wonderful progress. The expansion of business, which of course, is simply a reflection of the unbounded prosperity of the State, was not confined to the few big enterprising houses. There is scarcely a wholesale wine or spirit merchant in San Francisco who does not look back upon 1903 with feelings of the liveliest satisfaction. In conversation with a large number of dealers, statements from many of whom are published in this issue, it has been learned that for no inconsiderable proportion of them the year upon which the curtain has just been rung down was the best by far since they commenced business. Increases in the volume of business of from 25 to 50 per cent are reported by many, and one firm boasts with pride that it has doubled its turn-over.

A gratifying feature of the year's transactions is the fact that any of the wholesale houses have extended the sphere of their business. In numerous cases, those that previously confined their attention to the city are reaching out for country trade, while others which had already covered this State are now sending travellers to adjoining States. Oregon, Washington, Utah, Arizona, Nevada and Idaho are now included in the itinerary of travellers from San Francisco houses who had not before left California. Many of the goods of which the Pacific Coast agency is centered in San Francisco are sold in tremendous quantities in the adjoining States and also in the Territory of Alaska. Another feature of the year is the improvement of the market in the Philippines and the Hawaiian Islands. For a while the export trade to these distant dependencies was rather flat, but during the latter part of 1903 a number of wholesalers found the demand for liquors from the islands increas-

ing. In the Eastern States also, Californian wines are gradually finding better favor. Mr. McCann, of Chauche & Bon, says that last year he sold more than five times the quantity of Californian wine through his New York agency than during any previous year. It is to be noted with satisfaction that he adds that a customer who once commences buying Californian wines continues doing so.

A number of the houses are able to state that the demand is growing for better class goods, both in wines and spirits. This is noticeable more particularly in the country, where many retailers have previously been satisfied with stuff that is, to say the least, not top grade. During 1903 dozens of new lines which had not before been obtainable in the San Francisco market were added to the stocks of local firms. Another sign of the marked progress of the wholesale liquor trade is the fact that many firms are finding it necessary to secure enlarged premises. Not a few have during the year either added to their existing buildings or moved into more commodious quarters, while others are preparing to do likewise in the near future.

As to the prospects for the coming year, there is virtually only one view. It is bound to be a prosperous year, and the indications are that it will be even more so than 1903. Wholesale dealers are expecting, and are preparing for, a continued expansion of business. More advertising is to be done, new travellers are being put on the road, and every provision is being made for encompassing the extra trade that they say is bound to come. Only one thing can retard the progress of the liquor trade, and that is a set-back in the general prosperity of the State. As nothing seems surer than that California will continue steadily on the up grade for years to come, the outlook for wine and spirit dealers, in common with all other lines of business, is, therefore, distinctly rosy. Some slight apprehension is expressed in regard to the season this year in the Southern portion of the State, where the want of rain is making itself felt. If the year turns out unduly dry, it will of course reflect adversely on the liquor trade. But it is too early in the season to express gloomy doubts and fears about the prospects.

Prominent Wine Man Weds.

IN St. John's Episcopal Church, Stockton, on the evening of January 19th, the marriage took place of Mr. Frank Allen West, head of the winery of George West & Son (Inc.), and Miss Bernie Terry. The edifice was finely decorated, bamboo branches covering the walls, and rubber trees, potted plants, palms, and orchids surrounding the altar. Hanging baskets of flowers adorned the choir stand and front of the altar. Many society people were present. The Tannhauser march (Wagner) was played as the couple approached the altar, and during the service the organist, Mr. C. W. Buss, rendered Schbuert's Serenade. Rev. Alfred Clarke officiated. Mrs. E. L. Wilhoit was the matron of honor, Miss Kelsey Patterson of Berkeley the maid of honor, Miss Hazel King and Miss Katherine Herrin of San Francisco, the bridesmaids, John W. Ferris of San Francisco the best man, and Ward B. Minter, DeWitt Clary, H. W. Earle of Stockton and Fred H. Harvey of Galt the ushers.

Mr. and Mrs. West are about to visit Europe, where they will make an extended stay. The bride is a daughter of the late Reel B. Terry, the well-known attorney. Mr. West is the most prominent of the younger generation of wine-makers and distillers in the State, and his host of friends will extend to him hearty congratulations and best wishes on this most auspicious occasion.

George Robertson, Statistician of the Fresno Chamber of Commerce, has compiled a general review of the production of Fresno County, from which it appears that the increase in the cultivation of grapes has been remarkable in more ways than one. "During the last six years, says Mr. Robertson, 'the increase in table grapes is 673 acres, in raisin grapes, 7,910 acres, and in wine grapes 27,493 acres; the latter increase is very striking. The total increase in six years is therefore 36,076 acres. Compared with the acreage in 1902, there has been an increase of 216 acres during the past year.'

Obituary

Death of E. A. Kolb.

POSSIBLY the death of no wholesale liquor merchant of this city would bring home to so many breasts the pang of a personal individual loss as did that of Mr. Edward A. Kolb, which occurred at his country home, in Palo Alto, on the morning of Friday, the 22nd of January. He was a man of the very widest popularity, possessing an unusually large circle of friends in all walks of life. And no man was ever more deserving of the good will and esteem of his fellows. Mr. Kolb was not merely a "good fellow" in the conventional sense of the term. He was far more than that—a steadfast friend, a free giver, a man of sterling integrity, keen and energetic in his business relations, kind, considerate, and beloved in private life. He was, moreover, one of the most prominent of the leaders of the local athletic world. Amongst the younger generation of liquor dealers, none had promise of a more useful and distinguished mercantile career than had Mr. Kolb.

His death occurred quite unexpectedly. A long period of close



EDWARD A. KOLB

application to business terminated about a year ago in a nervous collapse. Under stress of this, he was forced to abandon his active connection with business. It was hoped that the rest would enable him to regain his customary health and strength, but his condition was always such as to cause his family concern. Nevertheless, his untimely death was not looked upon as a probable event, and when his illness ended in that melancholy manner, the occurrence was a very great shock to his relatives, friends and acquaintances.

Mr. Kolb was only 40 years of age, and he leaves a wife and five children, the eldest of whom is a boy 14 years of age, and the youngest a baby of 10 months. He began his connection with the wine trade in the cellars of Kohler & Van Bergen, and remained in the employ of that house until he had mastered the business. Severing his relations with Kohler & Van Bergen, he fourteen years ago entered into partnership with Mr. Herman Denhard, his brother-

in-law, and opened a place at 422 Montgomery street. The new firm met with instant and continued success, the house becoming a favorite gathering place for yachtsmen and other sportsmen. The house in which he started as a boy becoming vacant some years ago, owing to the removal of Kohler & Van Bergen, the firm of Kolb & Denhard then moved in, Mr. Kolb thus gratifying a wish he had long harbored. About a year ago the style of the firm was changed to E. A. Kolb Co. (Inc.)

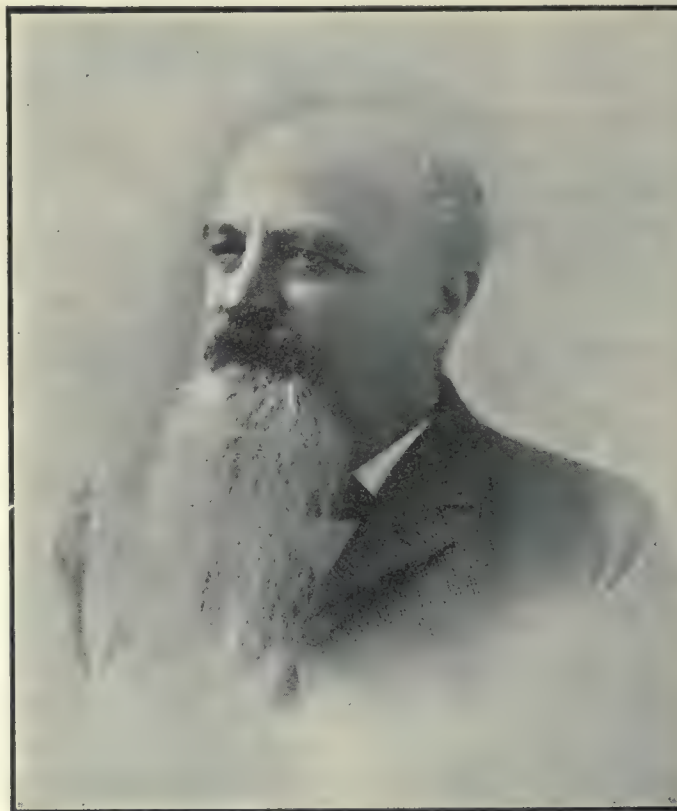
As a sportsman Mr. Kolb was closely identified with the Olympic Club, and was leader of the organization at the time when its fortunes and reputation were at their zenith. On the wrestling mat he gained high honors, and held for some time the title of coast heavy-weight champion, succeeding Jules Tibbets, who retired undefeated. He was also a noted performer in the gymnasium.

The funeral took place on Monday, January 25th, the body being interred at Cypress Lawn Cemetery. It was attended by a large concourse of mourners.

In Memoriam.

LOS ANGELES, CAL., December 30, 1903.

IN the closing hours of the departing year the sad intelligence reached the numerous friends of the family that Charles Stern, the founder and senior partner of the firm of Charles Stern & Sons, of New York, Chicago, Los



CHARLES STERN

Angeles, etc., had died suddenly—the ill-fated victim of a railroad collision—within a few blocks of his residence in Los Angeles.

The dreadful news was flashed over this continent that his useful and active life had been abruptly terminated by irresponsible human carelessness. Having known Mr. Stern for over two score years, and having continually come in contact with him during all this time in business and private life, I deem it my privilege to give expression to the feelings of melancholy and grief summoned up by his untimely and horrible death. He stood before us as a man of sterling and noble qualities, as a character whose life

was faithfully devoted to the advancement of his family, to the remembrance and recognition of his many friends, and to the promotion and development of good citizenship and industrial enterprises of various kinds. The vigor of his youth, the devotion and energy of his strenuous years and the matured counsel and concentrated effort of his riper days were all cheerfully applied in the demonstration of the viticultural resources of our State.

Charles Stern was born in 1838 in Mayence, on the Rhine, Germany. He emigrated to the United States, and reached California about 1860—a time when the possibilities of California as a wine-producing State were still in their earliest infancy. He became associated with the firm of Kohler & Frohling, in New York; further on, under the style of Perkins, Stern & Co., with Mr. Perkins of Boston; thereafter for many years with the late Senator S. J. Rose of Sunny Slope, under the firm name of Stern & Rose, and for some years past this three sons, Alfred, Perkins and Carlo, and his brother-in-law, Mr. M. Rosenthal, of Chicago, have been associated with him in the management of his various enterprises. About three years ago he started, in conjunction with a few Southern friends, a large vineyard plant near Riverside, comprising over 2,500 acres, all devoted to the advancement of the sweet wine and brandy interests of this section. A huge winery was erected, but the maiden crop of 1903 was the only result that he was ever allowed to enjoy of this most magnificent industrial enterprise.

His belief in the great future of California was at all times enthusiastic; his faith in the merits of our wines was deeply rooted, and his denunciation of the adulterators and sophisticators of "God's glorious gift" were ever strong and scathing. The loss of Charles Stern will be seriously felt, leaving as it does, a vacancy in many hearts. He will be remembered for his keen and conservative forethought, for his rigid adherence to the principles of integrity and honesty, and for his simple, unpretentious kindliness in social and business pursuits. He was the best type of that superior citizenship that finds its modest recompense in the fulfillment of his duties to his family, his friends, his fellow men and his adopted country.

California owes a debt of gratitude to the lifework of our departed friend. May it find some expression, however feeble, in the heartfelt sympathy here extended to Mrs. Charles Stern and her family in their hour of affliction.

CHARLES BUNDSCHU.

San Francisco, January, 1904.

E. A. Haber Appointed Manager

THE friends of Ferdinand A. Haber will read with pleasure the announcement that he has been appointed manager of the viticultural exhibit at the St. Louis Exposition. Mr. Haber assumed his position a few days ago, and will be actively engaged from now on. It is a great part of his duty to secure voluntary contributions to the fund needed to install the wine and vine exhibits. The contributions thus far are comparatively small, and if there is to be a proper display of Californian viticultural products it will be necessary for the wine men whether or not they send exhibits, to contribute to this fund.

This generation will not be called upon to again meet such expenses, and in the interests of all concerned it is well to be over-generous in loosening the purse strings in this connection.

We trust Mr. Haber's campaign for the completion of this fund

will not be a difficult one. Elsewhere in this issue will be found the announcement of the World's Fair Commission and of Mr. Haber in connection with the matter.

Viticulturists and the World's Fair

TOO much stress cannot be placed upon the importance of taking advantage of the opportunity offered by the Louisiana Purchase Exposition to herald to all nations California's place in viticulture, and to demonstrate its possibilities in the unlimited production of pure wines and brandies. Use and consumption have not kept pace with our increased acreage and the wonderful betterment in the qualities of our product. An important factor in increasing the demand for our wines is the stimulating of a campaign of education. The passage of the National Pure Food Law, and the exposure of the gigantic frauds practiced by our foreign competitors by dumping their adulterated wines and brandies on our markets, assisted by the proprietors of "brick" vineyards, and the widespread publicity and discussion of the law, will certainly revolutionize the sentiments of our people and remove the prejudice existing against the native product.

One and all engaged in the Californian wine trade will admit that the Frenchman's well-worn adage, "That the American drinks the label and not the wine," has been one of the principal drawbacks in marketing our native products under their true name and label. We must appeal to and enlist the assistance of our mothers, sweethearts, and wives, in disseminating the "Gospel of the grape," and inaugurate a "renaissance of temperance." Undoubted facts prove that where wine is the beverage of the country intemperance is conspicuous by its absence. Two-thirds of the criminality and destitution of the world can be traced to intoxication. Eliminate or curb this evil, and we solve the question of prohibition, reduce in part the burden of taxation to support our penal institutions, and greatly improve our healthful and moral status.

The opportunity to accomplish this offers itself in exploiting the above arguments at the World's Fair, and no such opportunity will occur again for a generation. Let one and all who are directly or indirectly interested in the development of one of our greatest industries, and in the progress of our State, join in making the exhibit one of the leading attractions from California. Our viticultural display should be artistic, classic, and unique. It should be the star attraction in the great agricultural building, and would then serve as an object lesson of the wonderful climate and the fertility of our soil, thus attracting thousands of industrious people who desire to seek new homes in a generous land. To perfect and carry out this great project, we need your financial, as well as your moral support. Your own welfare demands it, and let it not be said that the Californian viticulturists were found lacking in civic and State pride by refusing to further the wine-making interests of our commonwealth.

In addition to your generous financial aid, liberal supplies of wines and brandies are needed for entertaining. Trite sayings and mottoes of wine lore in all languages, artistic and old amphoræ, or drinking vessels, for decoration, and old vintages will add to the artistic success of our exhibit, and will be deeply appreciated and properly cared for.

F. A. HABER.

San Francisco, January 29th, 1904.

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on December 31st, 1903, was 255,457 tax gallons.

A pioneer wine man, Gottardo Bustelli, died at his residence, Pioneer Winery, Livermore, on the 5th of January, after an illness extending over many months. Before locating in Livermore, in 1885, Mr. Bustelli had been identified with the wine industry in Napa County, where he was one of the pioneers, and at St. Helena. The Livermore business he some years ago sold to the California Wine Association, and was with the association as manager for some time, but two or three years ago retired from business. The deceased was a native of Switzerland, where he was born on January 14, 1838. He came to California in early manhood.

Bottling of Wines.

DURING their period of conservation in casks, wines are constantly subjected to the action of the oxygen of air, through the pores of the wood. If this constant oxydation lasts too long the wines age too quickly and lose all the qualities they had previously acquired. Therefore, to prevent or check the effects of this oxydation, it is necessary to bottle the wines after a certain length of time. But wines should be bottled only when they are perfectly limpid, and for this reason it is always necessary to clarify them previously to bottling. Fine, settled, and cool weather should be selected as well for bottling as for clarifying. The best season is from the month of November to the middle of February, but if the weather keeps cool, and the season of the vegetation of the grape is late, then it can be extended to the middle of March; for at the budding out and the flowering of the vine, or at the maturity of the grapes, wines always feel the effects of these vegetable phases of the vine, and are all "working" more or less.

Before the operation of clarifying, the barrel or puncheon (small cooperage is always used when clarifying for bottling) must be lightly tilted and solidly blocked on its foundations. Then a bottling faucet is placed at two inches from its bottom, and a hole is bored through the long bung and filled with a small faucet, which, when opened at the moment of bottling, will give vent; and thus the shaking of the barrel or puncheon, which would happen in knocking out the bung, and the bubbling, which would stir up the lees if there was no vent, will be avoided.

After clarification the wine must remain undisturbed for at least fifteen days; then bottled, if perfectly limpid, which can be ascertained in this manner: First, draw out a bottle of wine, in case some sediment should be in the faucet, and then a glassful, and hold up the glass in one hand before the eye, and in the other a lighted candle at the back of the glass. If the flame burns brilliantly and the tip of the wick is plainly seen through the glass, and no particles are seen floating in the wine, this one is perfectly limpid. If not, it must be racked off, allowed to rest for a couple of months, and then clarified again. Certain wines, such as those very heavy in color, always need two clarifications before being bottled.

When bottling direct from the package in which the wine has been clarified, care must be taken to keep the vent faucet always open, and to never shut quickly the bottling faucet, so as to prevent bubblings or commotions inside of the package. If the wine has been clarified in advance and racked off into a clean package, it must rest at least six weeks before being bottled.

The bottles must be perfectly clean and thoroughly dried before using. New ones are preferable, although old ones can be used if well washed with hot water and soda. But very dirty bottles, containing dry wine sediment, should be discarded, as they cannot be washed without using lead shots and vinegar, thus producing an oxide, which it is hard, if not impossible, to take out of the bottom of the bottles, and which is as injurious to the wine as it is to the health of the consumers. To dry the bottles perfectly they are turned upside down, and the necks placed in holes bored in planks, which must be located in a dry and well aerated place, never in a dark and damp cellar. Racks made of wooden or iron pins are too hard to keep clean, and

can communicate to the bottles some bad germs, and therefore should not be used.

The corks, which should be of the best quality, are first well washed in tepid water, and afterwards seeped and soaked for at least an hour in some of the wine to be bottled, or in some good brandy. The corking machine should be of the most improved make, and have an air needle attached to it, so as not to allow any air to speak of between the wine and the cork.

The cellars in which bottled wines are stored must be dry, cool and dark, in order to prevent the wines from "working," and their coloring matter and sediment from precipitating. They should be located far from railroads and wagon roads, so that the wines will not be subject to trepidations.

Bottled wines should rest three months before being drunk, because the operation of bottling "fatigues" them. They have what French cellar men call "the disease of the bottle," and it takes about that length of time for them to regain their former qualities. But, because a wine has attained the maturity and age that it should have to be bottled, it does not follow that it has acquired its maximum of qualities, and that it can be consumed as soon as it has rested from the operation of bottling. No! It continues to improve in the bottle. There its aroma and bouquet are developed; its taste ameliorated, more or less rapidly, according to its nature, the varieties of grape it was made of, the climatic conditions of the whole year and of the whole vintage, and the middle in which it is kept; until it attains its maximum of perfection. Then begins its period of "going backward," and afterwards its decay, which comes more or less rapidly with its old age, for the same above said reasons.

No general rules as to the time for bottling can be made. However, it is certain that a heavy-bodied and alcoholic wine will take longer to mature than a light and smooth one, and that wines stored in cellars where the temperature is constantly above 65 degrees will age quicker than those stored in cellars below 60 degrees. But to fix in advance the periods of the different phases of the life of a wine is absolutely impossible. For instance, some red wines can be bottled when only two years old, others at three years, and others at five. White wines generally mature much earlier than the reds; some can be bottled when only 15 months old if they have always been stored in fifty-gallon oak barrels, and well taken care of. Even two wines, made of the same variety of grapes, from the same vineyard, and of the same vintage, are not always ready for bottling at the same time, because the fermentation may not have been the same for both; and, for the same reason, many wines are never fit for bottling. The color, the general appearance, and especially the taste of a wine, are the best indications of its general condition.

It is therefore the duty of the cellar man to carefully watch his wines, and to bottle them when they have attained the maximum of their qualities. The great fault of most Californian wines (which would be very fine otherwise) is that they are bottled too young.

Many wine men think that it is not necessary to clarify wines before bottling, and some firmly believe that unclarified bottled wines are even superior to those that are clarified. This opinion is as erroneous as to say that wines are better when on lees, or mixed with lees, than when they are free from them. Bottled wines on their sediment are not only not as good as those that are free from it, but this

sediment prevents their limpidness and brilliancy, which are so pleasant to the eye, and it spoils their flavor, bouquet, and mellowness. Besides, it is a great waste.

If wines are bottled when too young their contact with the cold bottle lowers their temperature and prevents their maturity, which, on the contrary, was increasing when they were stored in casks. Being reduced to a small volume, and cold, they cannot continue their creative march and follow their vegetable life, and consequently they succumb to the inflexible and natural law of disorganization.

In review of all the facts stated, the condition in which a wine must be in order to be fit for bottling (especially for the trade) can be summed up as follows:

- I. It must be perfectly limpid and brilliant.
- II. It must have terminated its alcoholic fermentation.
- III. It must be free from tartar, mucilaginous, albuminous and acid matters.
- IV. It must be mature.
- V. It must have lost its primitive roughness and be mellow.

VI. It must have a fruity taste.

VII. It must not be a blending of several varieties that do not possess the same qualities, as badly combined blendings produce much sediment of a deep red color, which is produced by the natural coloring matter of wine.

A wine bottled when in these conditions will live twenty years and more, and will always gladden the heart of the consumer. It is the genuine "bonum vinum laetificat cor hominis."

WM. JULIEN LAFERRIERE.

Rutherford, January 14th, 1904.

Important Customs Ruling

The merchandise in this case is whiskey of American manufacture. It was exported and then reimported while the tariff act of 1890 was in force, and before the tariff act of 1894 (28 U. S. Stat., 509) was enacted, and was entered in bond for warehousing. It was withdrawn for consumption after August 28, 1894, on which date the tariff act of 1894 went into operation. *United States vs. Burr* (159 U. S., 78; 15 Sup. Ct. Rep., 1002) affirming in *re Wolf et al.*, G. A. 2775 (T. D. 15381). No internal tax having been paid upon it, the Surveyor of Customs assessed a duty equal to the internal revenue tax of \$1.10 per gallon, as provided by sections 19 and 48 of said tariff act of 1894. Waiving any question of the sufficiency of the protests, we assume that the protestants mean to claim that he should have assessed a duty equal to the internal revenue tax of 90 cents per gallon, as prescribed in the prior tariff act.

The Board has already overruled this same claim advanced by the same importers in the case of the Louisville Public Warehouse Company, G. A. 2816 (T. D. 15467), and again in their protest 32878 b, decided June 17, 1897 (decision not published). This latter case was appealed to the Circuit Court, where the Board's decision was affirmed. It was further appealed to the Circuit Court of Appeals, which tribunal affirmed, without opinion, the judgment of the lower court, March 27, 1899. (*Louisville Public Warehouse Company vs. United States*, 34 C. C. A., 687; 92 Fed. Rep., 1020.)

Upon the authority of these cases, we hold that the tax of \$1.10 per gallon assessed by the surveyor is an import duty equal in amount to the internal revenue tax on the whisky, and, further, that the merchandise having been withdrawn for consumption while the tariff act of 1894 was in operation, it was correctly charged with duty under sections 19 and 48 of that act. *De Pass vs. Bidwell* (124 Fed. Rep., 615), and authorities cited.

The protests are overruled and the decision of the Surveyor affirmed.

J. J. JENKINS, President

S. F. MACFARLANE, Secy. and Treas.

AUGUST R. RETHEY, Manager

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What California Vineyards Do.

By GEORGE C. HUSMANN, in the Year Book of the Department of Agriculture, 1902.

WHEN America was discovered the wild vine was so prominent a feature of the vegetation that the name Vineland was more than once applied to the country. Considerable wine was produced from a native grape in Florida as early as 1564. The London Company planted vineyards in Virginia prior to 1620, and many succeeding attempts at grape growing were made by William Penn and by German and Swiss settlers. Of more recent attempts to cultivate the vine on the Atlantic Coast, the first was confined to European varieties, and were not successful. The Mission Fathers in California were the first to grow successfully the European grape in the United States. They grew grapes at the missions for their own use only, the work being principally done by Indians. They had but one variety, which is still largely grown, and is known by the name of Mission. It is first heard of as introduced into Mexico in 1520. Chronologically, it was brought to the California missions as follows: San Diego, 1796; San Gabriel, 1771; Los Angeles, 1781, and Santa Barbara, 1786. The Mission vine planted at Montecito, Cal., in 1795 was exhibited at the Centennial Exposition in Philadelphia. It was eighteen inches in diameter, and in one season had produced over five tons of grapes. From the missions the viticultural pioneers received their inspiration as well as their start of cuttings.

John Adlum made the first really successful efforts at grape growing on the Atlantic Coast. In 1820 he planted a vineyard near Georgetown, D. C., consisting mostly of native vines. His introduction of the Catawba variety into general cultivation was the beginning of a "new era in grape history." In a letter written by him to Nicholas Longworth in 1825 he says that "in bringing this grape into public notice I have rendered my country a greater service than I would have done had I paid the national debt." Since its first introduction grape culture has gradually increased, and interest in it has become general throughout the land. Such rapid progress was made that in 1830 W. R. Prince, in his treatise on the vine, enumerates eighty-eight varieties of American vines. To-day there are at least 1,000.

Ephraim Wales Bull is deserving of lasting gratitude for raising from seed and giving to the world the Concord grape, destined to become the most widely known, most generally planted, and, for all purposes, the best American grape yet introduced. Only a few miles from Concord, Mass., stands Bull's cottage, in the dooryard of which still grows the first Concord vine, from which stock the unnumbered millions of vines of this variety came.

In the United States there are two distinct grape-producing sections, one east of the Rocky Mountains, where the American varieties are largely and profitably grown; the other in California, where the Vinifera varieties have found a congenial home. These sections differ not only in their products, soils and climate, but also in their methods of pruning, culture, gathering, working and marketing of crops, so that only those familiar with both sections are able to make a just comparison.

The decade closing the first half of the last century witnessed the birth of commercial grape culture in the United

States, leading up to the making of choice wines from American grapes. The manufacture of sparkling wine and unfermented grape juice has been developed in the Eastern States, while the Pacific Coast has entered into direct competition with the choicest European wines, and has captured the raisin market in this country. The efforts of Longworth and others at Cincinnati in grape growing and wine making were followed by many in other States, especially in New York, Missouri, Virginia, Indiana, Illinois, Kentucky, Pennsylvania, the Carolinas and Michigan. In California, where the Mission had so far been the only variety cultivated, introductions of the choicest European varieties soon followed. In 1850 the country produced almost 250,000 gallons of wine. In 1860 the product had reached over one-half million gallons, and all the States and Territories, except four, were growing grapes. The census of 1860 shows California, New York and Ohio as the three leading wine-producing States. From 1860 to 1875 rapid progress was made. In 1870 Missouri produced more than any other State, except California. With this exception, California, New York and Ohio have taken the lead. In 1900 their combined output was 22,404,085 gallons of wine out of a total of 23,425,567 gallons for the whole country. From 1875 on quite a decline occurred, especially in Missouri, owing to black rot and other diseases.

To sum up, American wines and brandies have taken high honors at all important expositions, including that at Paris in 1900, and they are rapidly finding their way into all the principal markets of the world.

THE RAISIN INDUSTRY.

Almost all the raisins of the United States are produced in California. In fact, so few are grown outside of the State that it can be called a California industry.

WINE, BRANDY AND CHAMPAGNE.

The manufacture of each of these products from grapes constitutes an important industry in itself, and cannot be described in this paper. According to the United States census for 1900, of the 169,055 gallons of sparkling wines manufactured, California reported 8,880, Ohio 15,600, Missouri 2,940, and New York 113,435 gallons. This shows that New York produced more than twice as much as all the other States together.

The yearly production of wine from 1887 to 1891 in California was from 15,000,000 to 20,000,000 gallons, and the price fell below 10 cents a gallon, notwithstanding the fact that the demand had increased a million gallons annually; notwithstanding also that half a million gallons of brandy had been made in 1886, with the same amount in 1887, and, in the three years next succeeding, a million gallons annually; that in the southern part of the State 20,000 acres had been destroyed by the Anaheim disease; that in the Napa and Sonoma Counties the bulk of the vineyards were wholly or partially destroyed by the phylloxera, and that about 600 carloads of dried grapes had been shipped in 1889 and 1891. The state of affairs then existing can hardly be imagined. Many growers became bankrupt; those who had sufficient means pulled up their vines and planted other fruits or raised hay and grain; a few, who believed in the ultimate success of the industry, persevered, and replanted the vineyards which the phylloxera had de-

stroyed. In 1892 the heavy frost which prevailed over the leading wine districts cut the crop down to 15,000,000 gallons, and prices went up.

FUTURE OF THE INDUSTRIES.

Looking back to the middle of the last century, when just start had been made, when growers were beginning to believe something might perhaps be done in the way of a commercial grape industry, and taking a glance at what such States as Virginia, Missouri, Ohio, New York and California have done—especially New York and California—there is good reason to believe that the industry in this country may yet reach a development proportionate to that of other agricultural interests. Achievements at expositions and on public occasions, however, are really far in advance of what has been done in the way of production. This may easily be seen when the production of this country is compared with that of other countries. In 1901 France produced of wines 1,523,233,200 gallons; Italy, 1,013,760,000; Spain, 520,080,000; Portugal, 155,760,000; Austria, 16,160,000; Roumania, 87,120,000; Chile, 85,120,000; Russia, 76,560,000; Argentina, 55,440,000; Turkey, 50,160,000; Greece, 32,300,000; Switzerland, 31,680,000; United States, 9,500,000, and Serbia, 23,760,000 gallons. However, the industry in the United States is as yet in its infancy. A beginning has just been made in a commercial and business-like manner to improve methods and expand markets. So far the raisin industry of this country has only supplied the small home demand of 80,000,000 pounds, whereas the present population, were it to consume as much per capita as some other countries, say Great Britain, would now use 400,000,000 pounds annually, not to say anything of extending markets and exporting to other countries.

When it is considered that France in 1901 produced 1,523,233,200 gallons of wine, while this country produced 9,500,000 gallons, and that the Golden State alone has a grape and wine producing area almost equal to the whole of France, some idea can be formed of the great possibilities of the industry.

Alcohol From Sawdust.

Lumbermen of the Pacific Northwest can get doubly rich if they adopt the suggestion written to the State Department by Mr. Guenther, the United States consul general at Frankfurt, Germany. Mr. Guenther says a Norwegian chemist has discovered a new and cheap process for making alcohol from sawdust. Sawdust is treated under pressure with diluted sulphuric acid, by which the cellulose is transformed into sugar, which, by adding fermentation processes, is converted into alcohol in the old manner and then distilled. Valuable by-products are also obtained. Sawdust alcohol can be produced, he says, to sell at a much lower price than the potato alcohol now made in Norway.

The San Gabriel Vintage Company is the title of a new wine and liquor house just commencing business at 615 San Fernando street, Los Angeles. The firm is composed of M. L. Starin, long and favorably known to the liquor trade of Southern California, having been connected with several of the leading wholesale houses there for many years. J. C. McClary was formerly a liquor dealer in Kansas City. The new firm has a fine store, and will carry a large stock of choice goods and will cater especially to the family trade.

We Are Growing More Temperate.

THE Treasury Department has just issued its statistical abstract for 1902, which contains some encouraging conclusions.

Half a century ago the American of the times was satisfied with a per capita consumption of 4.08 gallons of wines and liquors per year. To-day he demands 19.48 gallons. But lest our temperance friends should be too much shocked let it be said that fifty years ago the average citizen put away 2.23 gallons of hard, distilled liquor. Now he is satisfied with 1.36.

The fact is that in malt liquors, such as beer, the American nowadays has far outdistanced the American of 1850, raising the average from an insignificant 1.58 gallons to 17.49 gallons. In the matter of wines the American has never been a heavy drinker. What makes up the heavy figure of consumption is mostly beer, and even this is not the heaviest kind of beer.

To say, then, that the American people are more intemperate now than they were fifty years ago would be a very rash statement. We know, on the contrary, that sobriety has been constantly on the increase.

Last year Illinois produced 39,742,876 gallons of distilled spirits, and Kentucky, which ranks second, 26,019,166. But among 70,000,000 people these figures are not so very heavy. When our ancestors took something for the stomach's sake it was the real "hard stuff." On the whole, our people are now much more moderate.—*Criterion*.

He Never Drank Water.

Wolf Weisman of No. 110 Adams street, Hoboken, N. J., recently celebrated the 103d anniversary of his birth. He is of patriarchal appearance, but still vigorous and in full possession of all his faculties, seeing clearly without the aid of glasses and walking without the assistance of either cane or friend. Speaking of his long life, Mr. Weisman said, "I ascribe my longevity and good health to my use of wine and beer and to refraining from the use of water as a beverage. I never drink water, and I never have drunk it since I was a boy. I may say I have really forgotten the taste of water. As a boy I suppose I did drink some of it, but water has never crossed my lips since I grew old enough to know better. I do not think water is good for folks to drink, and I believe that I am a living proof that wine and beer, when used in moderation, are not harmful."

The lavish hospitality of Andrea Sbarboro, Secretary of the Italian-Swiss Colony, was extended early in the month to a party of distinguished visitors to this coast. The guests of the popular San Franciscan banker were Alard Scheck, Commissioner of Agriculture and Forestry from the German Government to the United States; Carlo Erberti, of France; Alfred Zimmerman and Walter Hoff Seeley, of the *New York World*. Mr. Sbarboro took the party to Asti, and entertained them at his magnificent Pompeian villa, on the colony grounds.

Obstacles in the Path of the Wine Industry.

AT the outset it might be well to call attention to the infancy of the wine industry in California, as compared with its age in the European wine-producing countries. Like all industries, in its beginning it naturally imitated well-known types. Through the pioneers several different districts have been discovered, differing in climate and soil, so that different types and grades are produced, similar to the Bordeaux, Burgundy, and Champagne districts of France, the Rhine and Moselle districts in Germany, and the sweet wine districts of Spain and Portugal. Men who went into the wine business early were intent upon making as much as possible in a short time, and that generally at the expense of the producer, who was forced down to the lowest figure at which he could make an existence. The producer, in turn, recognizing that he could not obtain more money for a good quality of wine, carefully made, and of quality of grapes (which are always cultivated at the expense of quantity), sought the large bearing varieties, heavy bearing soils, and labor and machinery that reduced his cost to a minimum, until, in 1898, as a prominent wine man expressed it, "If you want to make money in the wine business in this country, go at it on the same basis as in a wheat deal. The public do not know the difference in quality, and unless you can corner the market or sell big quantities on a small margin you have got to quit."

Gradually, however, through some good advertising, and the efforts of men of sterling qualities, who recognized the value of not only getting patronage but of keeping it as well, several houses managed to produce staple quality wines, which are of the proper age and type desired by people with an educated palate. There can be no doubt that if people are willing to pay the money they can obtain wines for a fair price that will compare favorably with the higher grades of those of European production. However, the public at large are not yet willing to pay those prices which would assure them the "Grand Crus" of France or the "Ausleseweine" of Germany.

For the past two years the growers have obtained a fair compensation for their capital and labor. The future is not so bright, and already prices are pretty low. This is the result, as our largest corporation claims, of over-production. Economists, however, assert that there is no such thing as over-production, but only under-consumption, which may be attributed to the following, amongst other things:

1. The business principle of the Wine Association and its associates in endeavoring to do all the business by not allowing growers or the wholesale dealers to make a profit, i. e., by selling to retail dealers and consumers at the same price as they ask from wholesalers. This, considering the expense of drummers, makes it cheaper to retailers than to wholesalers, and naturally induces the latter to push the goods (liquors, whisky, beer, aerated waters, etc.) where they make a profit.

2. Education of the public as to the beneficial effects of the different types of wine and their effect on the system. Here it might be well to state that the majority of physicians cannot tell the relative amount of acid, alcohol, (and in case of sweet wines, of sugar), that wines and

brandy contain, and therefore fail to prescribe and recommend them, often prescribing liquor and juices, which, if they knew the composition of these, would be a criminal action. A classification by the Agricultural Bureau of the different wines, together with an explanation as to the benefits to the system of each, might be of value.

3. Lack of legislation. Our country is one of the very few not having any wine laws. This has allowed ignorant wine-makers and unscrupulous dealers to put wines on the market that are undoubtedly injurious to the health of the consumer. Proper legislation would be of such a character as not to put any tax on sound wines, while altogether prohibiting under heavy penalties, unsound wine. There should be but a limited amount of acidic and lactic acid allowed. Alum, salicylic (sulphuric and sulphurous acid in large quantities) boric, and flor ammonium should be strictly prohibited, as should also aniline colors. The addition of pure beet or cane sugar is not harmful to the health, and could not be detected by analysis after fermentation. The presence of water, even in small quantities is easily found.

4. Advertising. Under this heading, I mean not only ordinary mercantile advertising, but this State should offer large prizes and high honors to the poets and composers who can best write the verse and song which will awaken the sentiment and pride of the whole nation. This is what the old Germans have done with the Rhine and the younger generation is doing for the Moselle; and it is what the "Native Son" can do for California.

Mr. McCann, of Chauche & Bon., talks interestingly about the channels along which business extended last year. He says: "Trade has been increasing all the time with us. A satisfactory feature of the year's business is the fact that the biggest increase has been in the New York and Eastern market. We sold more goods last year in New York than in any previous five years. It simply means this, that people out there are beginning to realize that we are making good wines in California. Every month we are picking up a few people that never drank California wine before, and once they commence buying it they never discontinue. They are surprised that such high-class wine is produced in the West. It should never be forgotten that the Eastern market is the natural market of our wine-makers. New York, Chicago, Philadelphia, and Boston—those are the cities where the people are, and California wine dealers should bend their energies to capturing this market, and not leave it to the Frenchman, the German and the Italian. It is a noteworthy fact, and one that should make the wine-makers of this State reflect deeply, that a greater quantity of high class Californian wine, under Californian labels, is sold in London than in New York. In New York the demand is for European goods. It is one of the hardest markets to catch, but, as I said, our trade is increasing there every year, and when it becomes generally known that wine of the highest quality is manufactured here California will take that position in the Eastern market to which it is legitimately entitled. On this coast, as well as in the East, our business has shown a satisfactory increase during the year, and there is no reason why trade should not continue on the up grade. As to the coming season's prospects, the only question is in regard to the crop. There has been some rain lately, but more is wanted. Still, nothing of much practical value can be said about the crops so early in the season."

Wine and Vine.

Considerable wine is moving at present. C. H. Wentz shipped four carloads this week to San Francisco and will continue until a contract for 140,000 gallons has been filled. James Concannon has sold 70,000 gallons to San Francisco dealers and will begin shipping at once.—*Livermore Herald, January 9th.*

An Appeal to Wine Men.

OFFICE OF
VITICULTURAL JOINT EXHIBITORS
OF CALIFORNIA
LOUISIANA PURCHASE EXPOSITION
438 BRYANT STREET

SAN FRANCISCO,.....1904.

M.....

DEAR SIR:—We beg to hand you herewith a blank for space for your Exhibit which will cost you \$50 for one space, \$75 for two spaces, or \$100 for three spaces, we reserving the right, however, to curtail the selection of more than one space to each Exhibitor should we find the room inadequate to serve all.

We also enclose a blank for your contribution for the installation of our Exhibit, which please fill, sign and return in the enclosed envelope. We would very much appreciate the enclosing of your check for space or contribution in order to save time. Should we not hear from you in the very near future, you may hear from us again.

Courteously requesting your early and favorable reply,

Respectfully yours,
Viticulural Committee of California
Joint Exhibitors.
CHARLES BUNDSCHU,
of Gundlach-Bunschu Wine Co.
P. C. ROSSI,
of Italian Swiss Colony.....
C. E. BOWEN,
of Wetmore-Bowen Co.

J. A. FILCHER,
FRANK WIGGINS,
California State Commissioners.
F. A. HABER,
Viticulural Manager.

VITICULTURAL JOINT EXHIBITORS
OF CALIFORNIA
LOUISIANA PURCHASE EXPOSITION
ST. LOUIS, MISSOURI, APRIL 30, 1904

SAN FRANCISCO, CAL., January —, 1904.

M.....

DEAR SIR:—Preparations for the Joint California Viticultural Exhibit at St. Louis are progressing favorably, but more money is needed to carry through successfully the splendid display as outlined and adopted by the Committee. The design for the Exhibit was prepared by Mr. B. R. Maybeck, Architectural Artist, well known for his special fitness for the purpose.

It now rests with those interested in our industry to make the California Wine Exhibit the success it ought to be, and show to the world that California is the "Home of the Grape" and that its future production of wines and brandies are unlimited.

The Commissioners are doing their part, and your Committee, delegated to assist them, has pledged financial assistance necessary for successful results. A number of wine men have already liberally responded; owing to the limited State appropriation and the demand on the Commission from other industries, our share of said appropriation will be inadequate to represent California Wines and Brandies as they should be represented, and a share of the burden of the expense must therefore be borne by the wine men, and your Committee looks to you for generous financial aid. It should not be necessary or essential that you be an exhibitor or competitor for awards to enlist your interests or your aid. Remember the prosperity and expansion of the California Wine Trade means the advancement of your interests and that of our State; therefore, don't

place the burden of this representation on the shoulders of a few; let all hands join in one grand effort to demonstrate to our World Competitors that "California Viticulture" is worthy of recognition and that the products of our Golden State have no competitors in their aspirations for superiority among our American Wines and Brandies.

Through the diplomacy of our Commissioners we have secured the concession for a Special Exhibit Space fifty-two feet front by forty-five and one-half feet in depth, covering 2,314 square feet, free on all sides and intersected by aisles, making it one of the most prominent locations in the great Agricultural Building.

Your Committee have agreed upon the compensation for space and maintenance, including lettering of signs, as follows: One space, \$50.00; two spaces, \$75.00; three spaces, \$100.00; we reserve the right, however, to curtail the selection of more than one space should we find the room inadequate to serve all.

The plan will admit of seventy-two spaces for exhibits, each space has an ornamental shield above several rows of bottles, and a shield of the size of a barrel head showing in proportionate gilt letters, the name, place and title of vineyard or business. Receptacles for the distribution of cards, price lists and literature will be conveniently attached to each exhibit. All exhibits will be uniform. "First come, first served," and no preference or favoritism will be shown.

Ten cases of wine or brandies (12 quarts each) will be required for each exhibit, and you are urged to send as much more as you choose for sampling and reception purposes.

All wines should be carefully packed and stenciled. The Committee will supply shipping cards to the exhibitors. Freight to San Francisco will be free, and exhibit wines must be here and ready for shipment not later than by the fifteenth of March next. We will also need duplicate labels to replace originals in order to keep the exhibit clean and fresh.

All wines to be entered for competition must be packed in separate cases and marked plainly *JURY*. We will require at least three bottles of each variety which is desired to be submitted to the jury.

The Commission has appointed, with our approval and endorsement, Mr. F. A. Haber of San Francisco, as Manager of our Exhibit, and his duties will be to entertain our visitors, conduct a campaign of education of the use of wines from the standpoint of Health, Morality and Temperance, which we believe will result not alone in an increased consumption of our products, but also widely advertise one of our greatest industries.

We will need a large sum to perfect our Artistic and Novel Exhibit and to entertain our visitors, and we appeal to your civic and State pride, and to your desire for the advancement of your own industry, as well as our State progress to meet us generously in financing this great project.

As time is very short, we earnestly request your prompt and favorable support.

Respectfully yours,
Viticulural Committee of California
Joint Exhibitors.

CHARLES BUNDSCHU,
of Bundschu-Gundlach Wine Co.
P. C. ROSSI,
Pres. Italian-Swiss Company.
C. E. BOWEN,
of Wetmore-Bowen Co.

J. A. FILCHER,
FRANK WIGGINS,
California State Commissioners.
F. A. HABER,
Viticulural Manager.

Since the Theo. Gier Co., of Oakland, established a San Francisco branch, business has improved markedly. Mr. E. Geldermann, the manager of the company, reports that the change had cemented the business and rendered it much easier to reach customers and much easier for customers to see them. Especially has the change operated beneficially in respect of the country trade. All the shipping is done from the San Francisco offices. Business during the year has been good in every respect. All the symptoms are of a healthy nature, and the firm is very well satisfied, both with the year's results and with the prospects. The indications are that the business will go on increasing. A good crop, Mr. Geldermann says, will ensure a splendid year.

Fine Trade of 1903.

Charles Meinecke & Co. enjoyed their usual good business during the past year. They classify the trade during that period as fine, and so far as sales go, the best they have had in many years. But owing to the sharp competition and the cutting of prices, profits were not what they should have been. As to 1904, Mr. Kunz is not inclined to assume the role of prophet. The firm reports that the distribution of R. B. Hayden whisky through their house during the past year broke all records, the merits of the brand having been such as to give it a wide and healthy demand.

Brisk trade, expanding throughout the year, is the state of things P. J. Weniger & Co., of Powell street, report for 1903. "The volume of business was half as big again as it was last year," Mr. Faggothy, manager of this firm, says: "Amongst the new lines we took up may be mentioned Mayflower beer, of which we sold twenty carloads—a very satisfactory record for the first year. We imported 1,200 cases of Roderick Dhu whisky direct by sea from Scotland, and 250 cases by rail. This line of goods we have been dealing in for only 18 months, so it will be perceived how very popular it has become. Five months ago we obtained the agency of White Cross Gin (English) and have already disposed of 250 cases. Our sales of White Rock Lithia water were nearly double those of 1902. Of Hannis whisky, distilled by the Standard Distilling Co., we are now the sole agents this side of the Rocky Mountains. In the five months since we took up this agency we have sold 500 cases. The outlook for the coming year is distinctly promising. So far we have confined ourselves almost solely to city business, of which we do a bigger volume than almost any other house, but this year we are reaching out for country trade. We are sending out travellers, and expect to sell large quantities of the new goods mentioned in the country districts."



Distilled direct from the root hearts
of our famous

KALAMAZOO CELERY

**AN UNEQUALLED
Appetizer and Bracer**

THE DELICIOUS

"Celerytone" Cocktail

IS MADE FROM

"Celerytone"

TRADE MARK

Try the rich, nutty flavor of a

"Celerytone" Cocktail, or

The Aphrodisiac Cocktail

(THE DIZZY ACT)

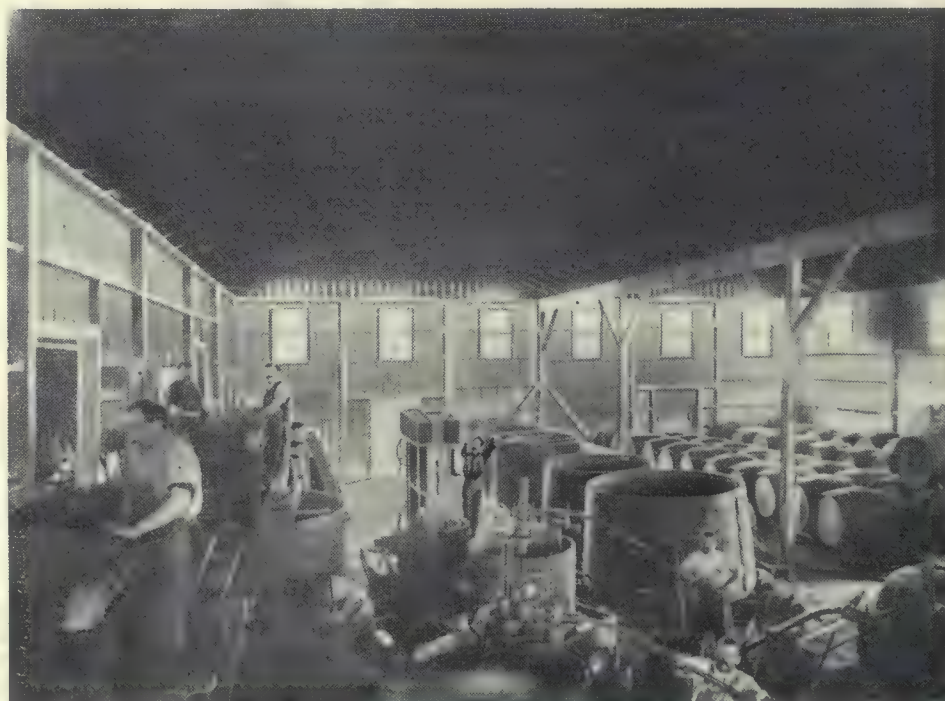
Sold by ALL WHOLESALERS, or Direct.

DUNKLEY COMPANY, KALAMAZOO, MICH

E. G. LYONS & RAAS CO.

SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.

**Typical
California
Winery
Scene**



**Fermenting
Cellar at
Cresta Blanca
Vineyard**

COAST NOTES OF THE TRAFFIC.

Oakland.—Sunday closing advocated by the saloon men themselves is the latest development of the contest now on between the saloon-keepers and the Bartenders' Union. The saloon men have threatened that if the barkeepers persist in their demands for one day a week off they will close on Sunday.

The saloon men of Oakland do not object to the day off proposition, but they do object to putting a strange man behind their bars for one or two days a week. The Saloon-Keepers' Association has announced to the bar-tenders that if the day a week off is forced upon them they will make that day off Sunday, and that they will close all saloons on that day.

Mr. Leuenberger, President of the Sutter Home Wine and Distilling Co., reports: "This has been a splendid year in the wine trade. For us, it was far away the best we have yet had. We moved into larger and improved premises twelve months ago, and have been easily able to cope with the bigger volume of business. The prospects for the coming year are distinctly bright. Of course, one can never say for certain until the season is well advanced, but this year promises to be just as good as, if not better than, the one just concluded. If the pure wine bill goes through I think it will give the public confidence, and more wine should be consumed. As to the crops, it is rather early to say anything. The sooner good rains come the better, but as long as the cold weather lasts the absence of rain will not be severely felt."

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



MARASCHINO CHERRIES

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY

SAN FRANCISCO

At Healdsburg the liquor license fee has been fixed at one hundred dollars per year. The ordinance, which will finally reduce the number of saloons in that city to six, was passed.

Healdsburg.—Remonstrances against issuing licenses to several road houses were granted by the Supervisors on Tuesday, with one exception, that of Forestville. The petition touching this place remonstrated against any license being issued, but the Board granted the application of James Johnson. Licenses were refused to M. M. Brown, who conducts a saloon across from the Washoe House on the Stony Point road; Andrew Starr, whose saloon is situated just outside of the southern confines of Healdsburg; G. H. Reiners, who has hitherto conducted a road house on the Dry Creek road, and F. R. Ogle, who conducts a saloon at the junction of the Geyserville and Dry Creek Valley roads.

Mr. Berges, of Berges & Domeniconi, reports: "In the Sonoma Valley, where my vineyard is situated, the 1903 crop was not quite so heavy as in 1902, but the grapes crushed were of better quality. Some vineyards had a little larger crop, and others a little smaller than in the preceding year, but the average yield was a trifle under that of 1902. It is, perhaps, rather early to say anything about the prospects for the 1904 crop, but the vines in Sonoma Valley and county are in good health, and there should be a good crop, provided there is no frost. Last year's trade was fair, and would have been better had it not been for the large sale there was for sugar wine. Such stuff was sold at 4 cents and 5 cents cheaper than I could sell pure wine. But the buyers were disappointed, because the sugar wine fermented, and they came back to me afterwards. I expect to have a considerably improved trade this year, especially if the Bell bill goes through."



WINE AND VINE NEWS OF THE STATE.



Regarding Sweet Wines.

THE so-called dry wines, such as Claret, Burgundy, Sauterne, Hock and Chablis, are produced in the more northern counties, but Fresno holds the first place in the production of sweet wines, Port, Sherry, Muscat, Angelica, etc. The price paid for wine grapes varies considerably. In 1902 prices ranged in the Napa district from \$30 to \$35 per ton; Sonoma, \$22.50 to \$30; Santa Clara, \$25; Livermore, black grapes, \$20; white, \$30; Contra Costa and Alameda, \$25; Fresno County; and south of Tehachapi, from \$12.50 to \$15. The California Wine Association at its own wineries, used 150,000 tons of grapes in 1902, and at its leased wineries enough more to make a total of 225,000 tons. In the fall of that year the association paid out in cash over five million dollars for grapes. There are twenty-two wineries and twenty-three distilleries, about twenty of these wineries having a distillery as part of their plant. Six of the above belong to the California Wine Association. The total capacity of the wineries in the county is about 12,000,000 gallons, and the present capacity of the distilleries about 5,000,000 proof gallons.

The Calwa winery, which is the largest producer of sweet wines in the State, crushed 19,150 tons of grapes for wine in 1902, and 4,000 tons for brandy, or a total of 23,000 tons. In 1903 the crush for wine was only 5,034 tons. The total amount of sweet wine produced in the county in 1903 is estimated as 3,395,000 gallons of wine and 1,028,500 gallons of brandy. The output for 1902 was so great that in the best interests of the industry it was desirable to have a more moderate quantity during the last season. This will account for the decrease in the crush, of 45 per cent in wine grapes, and 83 per cent in muscats, in Fresno County, which latter went to swell the total of the raisin crop, the result being a decrease of about 34 per cent in the 1903 crush compared with 1902.

The wineries and distilleries in Fresno County are: The Calwa,

Reedley, Scandinavian Colony, Fresno Vineyard Company, Margherita, Eisen, Barton Vineyard Company, St. George Vineyard, Eggers', Kirby Winery, Fowler, Kirby Winery, Selma, Mattei, Kingsburg; Italian-Swiss, Roosaler (not in operation), C. B. Anderson (not in operation), Olsen-Veith Winery, Adams, Grantz, Sanger, McCall, (Geo. West & Son), Kearney (Geo. West & Son), Parlier and the California Products Company.—*Fresno Republican*.

Plenty of Wine on Hand.

A Glen Ellen correspondent says that William Behler and the Schieck Brothers, wine-makers of that section have sold a portion of their vintage and expect to report other sales very soon.

Thomas Johnson is busy picking a great quantity of green olives and will have them ready for market in February. The fruit is of fine quality.

Joshua Chauvet reports that he has 150,000 gallons of wine on hand from last year, and made 60,000 gallons of this year's vintage. He has sold 70,000 gallons. Mr. Chauvet also made 2,000 gallons of prune and peach brandy. The market for peach and prune brandy is slow while the quality is excellent, and if tried would be appreciated by the consumers.

Frank Lemoine has 90,000 gallons of wine in his cellar, and has sold 10,000 gallons. He expects to sell the remainder very shortly.

For the most part the wine cellars in the Sonoma Valley are full, but the little activity at present in the market promises to grow.—*Santa Rosa Press*.

The Windsor-Trenton winery, on the Guerneville branch of the California Northwestern Railroad, is shipping a large quantity of wine east these days. Three large foreign cars were loaded Thursday and started on their destination to the American Wine Company at St. Louis.—*Santa Rosa Republican*.

Institute for Fermentative Industries

DR. A. WILHELMJ, Director

519 Mission Street,

San Francisco, Cal.

Only Laboratory in the West

FOR THE MICROSCOPICAL
ANALYSIS OF WINES AND BEERS



PURE SELECTED YEASTS

For the treatment of not thoroughly
fermented wines, and for the re-
fermenting of defective wines.

SPECIALTY—A special feature of the Institute is the rapid chemical and microscopical analysis of samples for prospective buyers. This will enable them to know in advance of purchase whether the wines are wholesome.

Contracts made to parties desiring continuous
analysis of their wines.

Ring up "Main 5010"

PERSONAL MENTION AND NOTES.

The firm of Simon Levy & Co., importers, did a larger business in 1903 than in any previous year. Mr. Levy says he is quite satisfied with the way the business is expanding. The indications are that 1904 will be another good year.

"Still going ahead," is the report of Mr. Kirkpatrick, manager of Hotaling & Co., in reference to the trade of 1903. "It was the best year we have had for ten years. Our new brand of goods, Old Kirk whisky, has met with unexpected success. It was put on the market only two and a half months ago, and the demand has increased every day. We are preparing to enter new fields in the near future, and expect to increase our output very largely."

Mr. V. W. Gaskill, of the Hilbert Mercantile Co., is more than satisfied with the patronage accorded Black and White whisky and Ruinart champagne during the last year. "Considering that the whisky has been on this market only a little over two years," he says, "its success has been almost phenomenal. It is now to be found in all the cafes, restaurants, and hotels throughout the coast. The sales for 1903 doubled those for 1902. It is one of the most popular whiskies on the coast, and more of it is consumed than of all other Scotch whiskies put together. In 1903 we extended the sale of the article into Washington and Colorado. The sale of Ruinart champagne increased last year by about 50 per cent. It has gone into many new houses, and everywhere satisfaction is expressed with it. The prospects for the coming year are very good, and we expect to increase the sales right along."

The Bartlett Springs Company "have no kick coming" in regard to the business of last year. It was of larger volume than that of the preceding year, and, in fact, the best in the history of the company. With this firm, every succeeding year has proved better than the one before. The summer resort at Bartlett is proving increasingly popular. Notwithstanding that the city saloons are just now complaining that business is not too bright, the demand for this company's mineral waters is about the same as it was at this period of last year. Mr. Cal. McMahon is not prepared to give any forecast as to the prospects for the coming year.

Harry Blood, the well known general representative of Paris, Allen & Co., of New York, and of W. A. Gaines & Co., of Frankfort, Ky., distillers of Old Crow and Hermitage whiskies, has spent a considerable time in this city locating certain unscrupulous individuals who have been falsifying and faking these grand old brands of Kentucky whisky. Mr. Blood has not only expended much time, but a large sum of money, in preparing to punish these parties, and the result is the filing of suits galore in the United States Court. In carrying on this campaign, Mr. Blood is not only doing good service for his houses, but, what is far better, endeavoring to protect the public stomach on this side of the continent. We wish him success in his efforts.

Notwithstanding that the Cerutti Mercantile Co., of 534-536 Washington street, has only recently been established, the firm is able to report with satisfaction that it has received a gratifying amount of patronage. While a good volume of general business has been transacted, the line that has brought most grist to the mill is the Vermouth Cora, the oldest Italian Vermouth made. Mr. Cerutti states that he has made a very good success of this article, and the demand for it is increasing. The agency for Vermouth Cora has been placed solely in the hands of the Cerutti Mercantile Company. Business in other lines, including tobacco, has also been excellent, and the firm is confident that a very prosperous year awaits it.

INDEPENDENT OF TRUSTS OR ANY COMBINATION

LARGEST PRODUCERS OF FINE WHISKIES IN THE WORLD.

HAND MADE
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AND
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CHICAGO, 174 RANDOLPH ST. MAIN OFFICE.
to which all Business communications should be addressed

SUNNY BROOK DISTILLERY CO.
LOUISVILLE, KY.

Internal Revenue and Customs Rulings.

(729.)

Special tax—Sale of grape juice after fermentation.

Persons who buy unfermented grape juice and sell it after it has undergone fermentation are required to pay special tax as liquor dealers. They are not exempt as manufacturers of wine under section 3246, Revised Statutes.

(737.)

Special tax—Storage house.

Where orders for whisky are received at a place of business where the requisite special tax stamps are held, and they are duly accepted there and those giving the orders are so notified, and invoices are transmitted to them from that place, the subsequent actual delivery to them of the whisky from a place of storage elsewhere does not necessitate the payment of special tax at such storage house.

(24858—G. A. 5518.)

Gauge of vermouth.

Section 3, tariff act of July 24, 1897, relates to vermouth imported in cases of "one dozen bottles * * * containing each not more than one quart," and provides that "any excess beyond these quantities found in such bottles * * * shall be subject to a duty of four cents per pint or fractional part thereof." Held, that this provision contemplates that the additional duty of four cents per pint shall be assessed according to the number of bottles containing excessive quantity, and not according to the total excess per case.

(734.)

Distilled spirits—Marks on wholesale liquor dealers' packages—Regulations amended.

(Circular No. 136—Int. Rev. No. 652.)

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., December 24, 1903.

To Collectors of Internal Revenue and others:

A number of wholesale liquor dealers having expressed a preference for cutting or burning, instead of stenciling, as the method of applying the required marks to the heads of packages of distilled spirits put up by them, which method of cutting or burning gives results equally satisfactory with those accomplished by stenciling, Department circular 126 (Int. Rev. No. 650) of November 9, 1903, is hereby so far modified as to permit wholesale liquor dealers to affix the required marks by legibly cutting or burning the same on the head of the package, or by stenciling.

The option is also hereby given to wholesale liquor dealers either to mark their packages in the manner required by the terms of the circular referred to as above amended, or, in lieu of the marks relat-

ing to the proof therein prescribed for the head of the barrel, to legibly cut or burn the numerals denoting the present proof of the contents of the package on the bung stave of the barrel, on the side of the bung hole opposite to the stamp head.

Collectors will furnish a copy of this circular to each wholesale liquor dealer in their respective districts.

JOHN W. YERKES, *Commissioner.*

Approved: LESLIE M. SHAW, *Secretary of the Treasury.*

New York Wine Market.

BUSINESS up to the end of the year has been quite satisfactory, although there was no great rush for anything; since the first of January very little has been done, but it is thought that the volume of business of the retailers during the holiday season was fully as large as the year before, which will, no doubt, create a good demand later in the month.

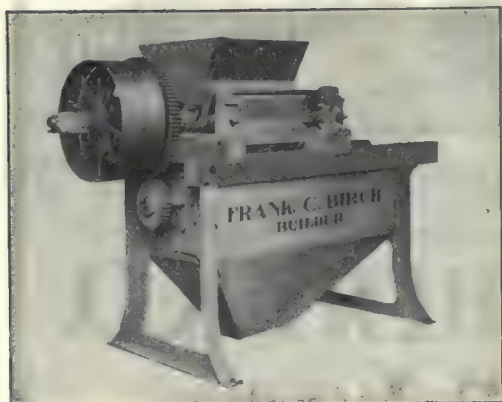
Prices are well maintained throughout the line of dry and sweet wines, and brandies have advanced, as is usual at this time of the year.—*Bonfort's, January 10th.*

Wine and Brandy Receipts.

Receipts of wine by rail from interior cellars for the month of January, 1904, were 1,691,750 gallons; brandy for the same period, 102,850 gallons.



Wine Making Machinery



CRUSHER

FRANK C. BIRCH

Mechanical and
Consulting Engineer

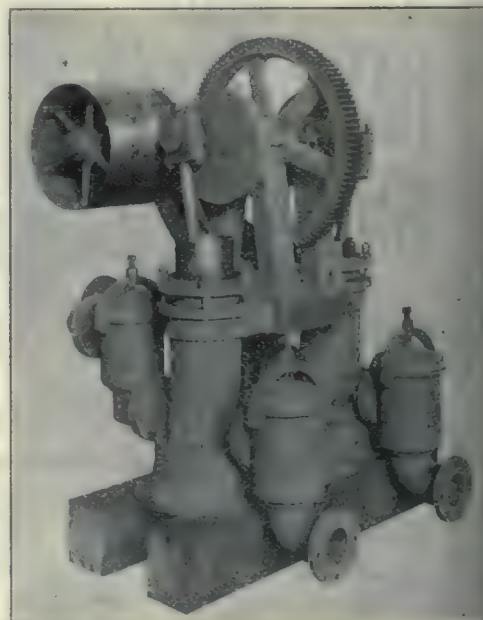
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Plans and Specifications Furnished
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References: California Wine Ass'n, Italian-Swiss
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WINE

ASSOCIATION



California Northwestern R'y

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The Picturesque
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of California

Is more than Attractive for short, Sunday trips

On SUNDAYS

HALF RATES, OR ONE FARE FOR THE ROUND TRIP
From SAN FRANCISCO To

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yard, Sonoma, Agua Caliente, Glen Ellen, Sebastopol, Ukiah.

*No one traveling on this road on Sundays will come in
contact with Sunday picnics, either on boats or trains.*

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TICKET OFFICES—650 Market St. (Chronicle Building) and Tiburon Ferry
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H. C. WHITING, Gen'l Man.

R. X. RYAN, Gen'l Pass. Agt.

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the
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on
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Silver Basket
containing
the bottle
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Respectfully yours,

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"Crab Orchard"

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"Old G.W.H."

Straight Sour Mash
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JOURNAL OF VINICULTURE.

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Organ of the wine, spirit and brewing trade of the Pacific Coast.

VOL. XLVI.

SAN FRANCISCO, FEBRUARY 29, 1904.

No. 4



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standard of highest quality of

Hunter Baltimore Rye

No variance in its
Age, Purity, FlavorWith one and all, it leaves
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"Gesundheit"THAT YOU WILL FIND IN
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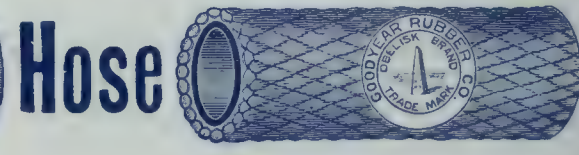
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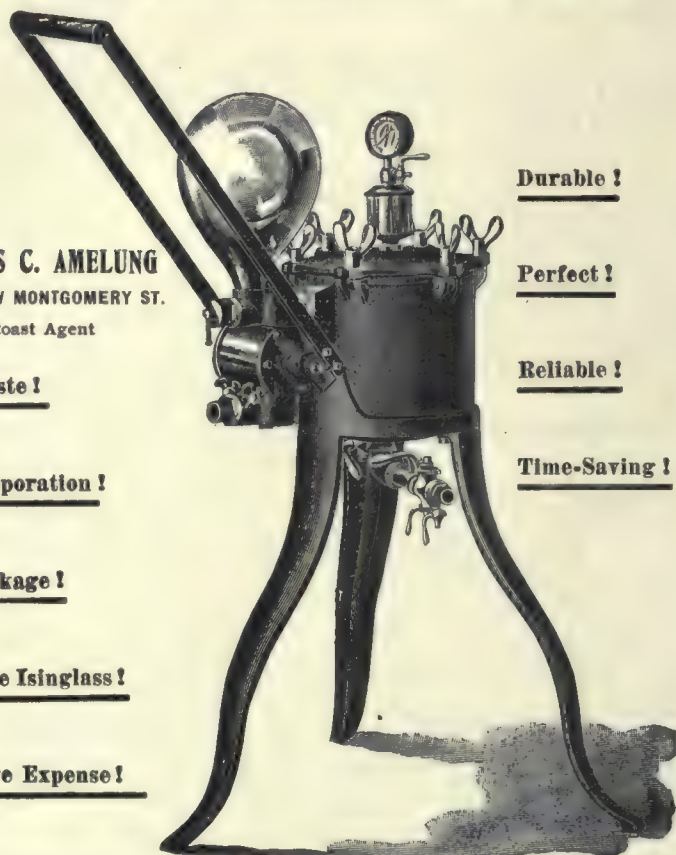
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A. P. HOTALING & CO.'S
“**OLD KIRK**”

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INCORPORATED

JULY 1890

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GOODS AND IN BULK

A SPECIALTY OF HEAVY
WINES FOR BLENDING

VINEYARDS AT OAKVILLE
NAPA COUNTY, CAL.

OFFICE AT NAPA
E. W. CHURCHILL, MANAGER



C. M. MANN CO. INC.

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WINES AND BRANDIES

CASE GOODS AND SPARKLING WINES
A SPECIALTY



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PARIS EXPOSITION
1900

GOLD MEDAL
Pan-American Exposition
Buffalo, 1901



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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

Wine and Brandy Market.

A NOTABLE feature of the wine market during February was the fact that the contents of quite a number of cellars changed ownership. The leading firms have shown a tendency towards purchasing the more desirable holdings in the interior. We understand that not less than a dozen of the larger cellars have within the last thirty days been purchased by firms belonging to the combination, which indicates a belief that the wine market is not too seriously overburdened. This specially refers to the dry wine districts in Napa and Sonoma Counties. No doubt some of the inferior products, partly emanating from the vintage of 1902 (and from the vintage of 1903 also, for that matter) are not specially looked after, and may have to be disposed of at lower figures. Prices obtained for choice vintages may be stated at 17 to 20 cents f. o. b. at shipping stations, with white wines taking the lead at the latter figure. Very few offerings of sweet wines can be recorded. They hold their values rather well, and are quotable at about 30 to 32 cents, according to strength and body. It almost appears as if there were a revival of confidence, and it may be anticipated that prices before long will not alone be well sustained, but will also be increasing up to the level where they ought to be. Dry wines ought to be worth 20 cents to-day, and no less.

BRANDY.—The brandy market is dragging along with no indication of any great change. Quotations are from 60 to 65 cents for young goods, with proportionate increases of value for one, two, and three years. There is absolutely no stock of any older goods in bond.

BEER.—The importations of beer by rail and sea during February were of normal proportions. In the local market, and throughout the coast for that matter, there will be some very sharp competition this season. This is due to the fact that the doom of the steam beer brewery seems to have been sealed by the aggressive competition of the lager breweries, both local and Eastern. In fact, a number of the steam beer brewers have installed lager plants, and will be actively in the market this year to establish their new brands. The import figures will be found elsewhere in the tabular columns.

IMPORTATIONS.—The importers have fared as well as those in other lines of trade, and indications all go to show that another year of good business will be enjoyed. The items of imports will be found elsewhere.

February Trade.

MOST of the wholesale houses report that February was a somewhat quieter month than was expected. Business did not seem to have completely recovered from the slackness which invariably follows the Christmas holidays. As far as the climatic conditions would allow, travellers started out on the road, and towards the end of the month every house had pretty well its full complement of solicitors at work. Reports received from them would

indicate that March will be a very busy month—sharply distinct, in that respect, from February. North of California transportation has been closed for several months, which accounts in a large measure for the falling off in business. During March most of the roads will open again, and travellers will be swarming over them at the first opportunity. Some houses explain the restriction of business by the fact that this is Presidential year.

Naming California Wines.

IN our last issue appeared an extract from evidence given in 1899 before the Senate Committee on Food Adulteration by Dr. W. H. Wiley, in which the Chief of the Bureau of Chemistry, Washington, said that anywhere along the Sonoma Valley, California, it was possible to buy wine labelled "Liebfraumilch," "Johannisberger," and "Rudesheimer," the producers having adopted bodily the foreign names. On the authority of Mr. Charles Bundschu, of the Gundlach-Bundschu Wine Co. we were able to state that Dr. Wiley had fallen into an error, and that along the Sonoma Valley the names Liebfraumilch or Rudesheimer were never seen.

Dr. Wiley has now admitted having made a mistake, and in the following letter addressed to the REVIEW makes the amende honorable:

UNITED STATES DEPARTMENT OF AGRICULTURE,
BUREAU OF CHEMISTRY,

H. W. WILEY, *Chief.*

Office of the Chief.

February 15, 1904.

EDITOR PACIFIC WINE AND SPIRIT REVIEW, *San Francisco Cal.*

DEAR SIR:—I am much interested in the article on page 17 of the issue of your journal dated January 31st, entitled "Foreign Names for Californian Wines." I have looked up the report of the Senate Committee to which you refer and find that I am correctly quoted. A word of explanation however, will not be out of place.

Depending upon my memory, as I did, in giving the evidence referred to, I inadvertently mentioned the name of German wines which were used in connection with the products of the Sonoma Valley. In point of fact, two of the names which I mentioned are not used on the wine made in that locality. The matter, however, is more one of principle than of detail.

I hope to see the day when California wine maker realize that the excellence of their products is far more important than the use of any foreign names or designations whatever. I hope we may all live to see the day when such general names as champagne, port, sherry, sauternes and others and such particular names as Johannisberger, Rudesheimer, Chateau Y'Quem and others of that kind are no longer found on American products. By reason of the purity, bouquet, flavor and general excellence of American wines they commend themselves to use without the artificial adjunct of names which, if not illegal, are at least suggestive. With the rich nomenclature of Spanish and Indian Names at the disposal of the California wine makers, there seems to be no necessity whatever for borrowing anything from names of wines already long established products of foreign countries. I am,

Very truly yours,

H. W. WILEY.

In this letter Dr. Wiley, it will be noted, opens up a very wide and interesting subject, viz.: Whether or not such universally used terms as champagne, port, sherry, sauterne, etc., should be discontinued in the naming of Californian wines, and others substituted. Though much might be said in favor of such a sweeping reform, the main objection would appear to be the difficulty of educating wine drinkers as to the signification of the new terms to be used. Though such names as port and sherry were originally applied to wine manufactured in particular places, these titles have many years ago lost all local significance. They are to-day used to designate distinct types of wine, altogether irrespective of the countries in which the vine happens to be grown.

The question arises, therefore, whether it would be worthwhile, in view of the enormous difficulty and the very problematical advantages to be obtained, to re-name these types when made in California. Of course, the obstacles pointed out need not be regarded as altogether insurmountable. The only point to be considered is whether the reform would yield benefits sufficient to compensate for the trouble in bringing it about.

Mr. Percy Morgan, President of the California Wine Association, when questioned on the subject, had the following to say:

"I agree with Dr. Wiley that it is desirable to disassociate California wines from any suspicion of imitation of foreign wines; but I think it will be difficult to bring to the minds of the consuming public what wines are being presented to them without the use of such generic terms as port, sherry and claret. It would probably be some time before we would be able to completely change nomenclatures, and it would only be by gradually accustoming the public by the addition of such words as 'Burgundy type' and 'Sauterne type' that a general knowledge of what is intended by the new names could be given. In the spirit of and reasonable carrying out of Dr. Wiley's suggestions I am quite in favor. But none of these things can be done so suddenly without injury to the general trade, and, I think, from my knowledge of Dr. Wiley's conservatism, that he would not advocate rushing the matter. In my opinion California wines are good enough in quality and general excellence to stand on their own foundation without assistance from any foreign nomenclature."

Mr. Charles Bundschu of the Gundlach-Bundschu Wine Company, after having read Dr. Wiley's letter, had the following to say on the question:

"While I would not wish to place myself in opposition to so prominent, serious, ardent and successful a defender of our American agricultural industries, I would modestly venture to believe that the application of the theory of Dr. Wiley with reference to the nomenclature of California wines, can only be very slowly developed into practicable application.

"We all fully understand that the old wine producing countries of Europe may feel somewhat provoked at the assimilation of some of their well-known names, and their unrestricted appropriation to similar types of wines produced in other parts of the world. As long as the habit has simply been adopted to designate a specific analogous character of the product, the proceeding appears to be justified and almost a commercial necessity.

The designation of 'California Port, Sherry, Malaga,

Madeira, Sauterne, Burgundy, Medoc, Moselle, Johannisberg," is not as much of a sacrilege as it appears to many. All these wines represent a certain accepted standard of taste all over the world. As long, however, as the word 'California,' is faithfully connected with the designation of the wine, no duplicity is intended.

"In our ambition to accomplish success, we all strive after ideals, and if the world at large has accepted certain accomplishments as standards, a laudable effort at reproduction under similar conditions and under analogous definitions, should not be criticised too severely. 'English Ale and Porter' are famous in all countries; so is 'German Wursburger and Pilsner,' still no one should object if the appellation of 'California Ale and Porter,' or 'California Wurzburger, or Pilsner,' should be applied to products of a similar character. 'Caviar,' 'Sardines,' 'Frankfurters,' and similar delicacies are now produced successfully in many parts of the world, and as long as the producers are conscientiously proclaiming the origin of the product, no serious sophistication can be charged.

"Our California viticultural products include almost all the known specialties of the *Vitis vinifera* variety. Our manifold climatic possibilities produce from north to south every variation of dry and sweet wines known to the commerce of the world. The task to create distinctive wines for the different wine-producing sections from traditional Indian or Spanish origin, would be rather difficult, and they would carry no intelligent information to the consumer. The euphonic denominations derived from localities, as Sonoma, Santa Rosa, San Gabriel, Los Angeles, Loma Prieta, Huichica, San Bernardino, Manzanita, etc., may be locally known, but how many would know outside of our State, when applied on a bottle of California wine, without further designation of the particular type that they represented. When we have a 'Cape Colony Port,' an 'Australian Sherry,' a 'Chili Burgundy,' before us, we are challenged to comparison and no particular deception is contemplated.

"We can only urge the necessity among our vineyardists and merchants of refraining from imitations and apply no names not warranted by the original name of the grape. Let us cling to our own names and encourage originality as much as possible. Let every cask and every label, plainly indicate the California product, but when it comes to generally accepted types of wines, I fail to see, how the well known and established denominations can be avoided or severely condemned."

Mr. Louis Chapman, manager of the E. A. Kolb Co., reports business quite satisfactory, notwithstanding the bad weather of February. Under the new conditions following the decease of the head of the company, business is settling down to the old substantial lines, the retail branch particularly showing fine gains. The business is thoroughly established, and we feel assured that prosperity will attend the present administration.

OUR WINES AT THE WORLD'S FAIR

The great Agricultural Hall at the World's Fair will contain no more striking and attractive exhibit than that representative of the wine industry of California. Designed most artistically, and decorated on classic yet rich lines, it is bound to be one of the most-talked-about features of the building. Mr. B. R. Maybeck, an artist and architect of international reputation, prepared the design, and he has planned a structure which will house the display of the great wine-making industry of California with credit and distinction. A cut, showing the trophy in outline, appears in this issue. The exhibit will cover an area of 2314 square feet. It will form a complete circle, having a diameter of 45 feet. Additions in front give the structure a width of 52 feet.

The feature of the erection which will arrest and hold the attention of all who come within sight of it is a handsome and unique Temple, set in the center of the circle. This Temple is 28 feet high. It comprises eight solid gilded columns, each of which is surmounted with the head of a Bacchus colored a subdued ivory tint. Garlands of grapes and leaves in the natural colors crown each head. On the crown, so to speak, of the Temple, bears are represented quaffing goblets of California wine. The words "California Viticulture" are engraved over the heads of the wine gods. There is something absolutely unique about the Temple, and it is really a triumph of artistic architecture. The columns, of which it is composed, are so arranged as to provide a space inside 11 feet wide. This will serve as a place in which to receive visitors.

The encircling portion of the structure, in which the exhibits will be displayed, practically forms a wall 7 feet high. At each side will be an immense cask, built of staff, and 14 feet high, as shown in the cut. In addition, there will be on the left-hand side a flowing banner 40 feet high and wide in proportion. It will be made of crimson plush, and elaborately decorated with bunches of grapes, grape vines, gilded bottles, and a large bear, in brown plush, holding a wine glass. The circle is divided into sixty distinct spaces, each of which will hold 18 bottles. The arrangement is such that each exhibitor will have an equally favorable location, there being an unobstructed view of every display. The names of the exhibitors and their vineyards will be shown above and below the spaces, and ornamental boxes to contain cards, literature and price lists will be attached to each. Exhibitors will have the additional privilege of displaying their empty bottles, duly capped and labelled, on the Temple, such bottles forming part of the scheme of ornamentation.

This great display will occupy a most prominent position near the entrance of the Agricultural Building, which covers an area of 20 acres. The plans have been accepted and contracts for the construction have already been let at St. Louis. Mr. Arthur Brown of this city, the colleague of Mr. Maybeck, who has just returned from Paris, and who, we understand, has been appointed the architect for beautifying the City of Washington, has passed upon the plans, and pronounces the building absolutely original, classic, and unique. That California has been treated by the Commissioners with justice is apparent from the fact that, for the first time in its history, this State has been accorded a special place for the display of her viticultural resources

and achievements at an international exhibition. All other wine countries will have to mass their exhibits in their general departments.

Mr. Ferdinand A. Haber, the manager of the California Viticultural Exhibit, has been busily engaged since his appointment in canvassing for subscriptions. So far he has met with very generous success in certain quarters, but he still finds himself short by \$3,000 or \$4,000 of the amount necessary to make the display a complete and unequivocal success. The exhibit, it is calculated, will cost something in the neighborhood of \$9,000. Towards this the California Commission has responded very liberally out of the meager State appropriation, making \$2,500 available. Mr. Haber's canvass of the wine merchants has resulted in the collection of \$2,470. The amount is made up as follows: California Wine Association, \$250; A. Repsold & Co., \$100; Gundlach-Bundschu Company, \$100; C. Schilling & Co., \$75; Landsberger & Son, \$25; Italian Vineyard Company of Los Angeles, \$75; Wetmore, Bowen & Co., \$100; Lachman & Jacobi, \$100; Schlessinger & Bender, \$100; French-American Wine Company, \$75; Jacob Rudel of San Gabriel, \$20; Theo Gier Company, \$100; William Hoelsher & Co., \$100; Rosenblatt Company, \$75; Italian-Swiss Colony, \$150; P. C. Rossi, \$50; Chauche & Bon, \$75; H. J. Wollacott of Los Angeles, \$50; The David Woerner Company, \$100; The Illinois Pacific Glass Company, \$50; C. N. Mann & Co., \$100; The Napa and Sonoma Company, \$100; The E. G. Lyons-Raas Company and the E. G. Lyons Company, \$100; Goldberg, Bowen & Co., \$50; Southern California Wine Company of Los Angeles, \$75; The Occidental Supply Company, \$25; William Knapp & Co., \$25; A. Finke's widow, \$75; Brun & Chaiz, \$50; Sierra Mardru Vintage Company, \$75; Justinian Caire Company, \$25.

Thus there is still a shortage of about \$4,000, and Mr. Haber strongly appeals to everyone concerned in the progress of California to assist in making this unique advertisement for the State absolutely successful. "Everyone identified with the wine industry of California," said Mr. Haber in an interview, "should respond at once, and assist by their financial contributions to carry out all the details of the beautiful exhibit which has been designed. Most of the principal houses have helped liberally, and it now only remains for the remainder even if they do not intend to take space for exhibiting purposes, to come forward and make up the deficiency."

We earnestly endorse Mr. Haber's appeal. The wine producers of this State now have an unequalled opportunity to show the world that they are capable of making an article of the highest quality. Such an opportunity will not recur, at any rate within the present generation. To let it slip would be nothing short of suicidal. Every dollar contributed to so profitable an advertisement will be returned ten-fold. The exhibit is certain to create a largely increased demand for California wines. Therefore let those interested in the industry unloose their purses if they have not already done so, and show that they are not waiting for others to bear the burden of a slight expense, the benefit of which they themselves are only too willing to reap. Business men not directly engaged in the viticultural industry should also assist. What California is lacking to-day is consumers, and if a large foreign industrial population who are wine drinkers can be attracted

from the old world that means increased consumption, and consequently increased production. Increased production will also result when the American can be educated to become a wine drinker, and to reach this "consummation devoutly to be wished" a campaign of education as to the advantages, from the standpoint of health, morality and temperance, of using wines in the home, must be inaugurated.

These results are certain to follow the splendid advertisement the State will receive from this telling exhibit. Mr. Haber is still canvassing for subscriptions. If the people most vitally concerned are alive to their interest and duty, he should have little difficulty in making up the efficiency of \$4,000.

As for the exhibit itself, it can already be stated with certainty that it will be thoroughly representative of the best that California can offer in the way of wines and brandies. All the principal viticulturists, those who are noted for making the finest wines, have applied for accommodation. The plans provide for 60 spaces, each capable of holding 18 bottles. Applications have already been filed with Mr. Haber for 55 of these spaces. But many of the applicants have asked for three spaces, and as the Viticultural Committee has the right to curtail the accommodation in such cases to one or two spaces—a right which will be availed of—about ten spaces will be saved from the 55, thus leaving 15 still available. Mr. Haber impresses upon exhibitors that they must have their wines ready for shipment not later than the 10th of March. In due course he will send them shipping tags with instructions how to ship.

Mr. Haber is appealing not only for subscriptions, but also for wine with which to entertain visitors to the pavilion. He points out that as the exposition will last at least seven months, the committee cannot have too much wine for exploiting the industry in this manner, and he urges every one connected with wine-making in California to aid with a contribution in kind. In order to completely elaborate and decorate the exhibit with classic ornament, wine lore and mottoes in every language will be required, and the manager of the exhibit will welcome assistance in procuring these.

German Sparkling Wines.

From the United States Consul-General Guenther, Frankfurt, Germany.

THE law imposing a revenue tax on sparkling wines, which was passed in the spring of 1902, went into effect on July 1, 1902. The stock on hand at that time was subject to this tax. The latest volume of the statistics of the German Empire for 1903 contains the figures for the nine months ended March 31, 1903. During this period 103 establishments manufactured sparkling wine from fruit (wherein neither grapes nor grape wines were used) and 203 manufactured champagne, i. e., sparkling grape wine. The total production of sparkling wine for the nine months was 7,680,023 large bottles, of which 151,378 were sparkling fruit wines.

With the exception of the tax on stock on hand July 1, 1902, tax was paid on 129,909 bottles of the product without grape wine and on 5,949,275 large bottles of champagne; of the former only 3,023 were exported under bond, and of the latter 795,509 bottles. The total imports during

the same period were 798,474 bottles.

The stock on hand of sparkling wines from fruit was 37,295 bottles on July 1, 1902, and 52,133 bottles on March 31, 1903, while that of champagnes was 1,151,302 and 1,875,563 bottles, respectively.

The net income to the Government as a result of the tax for the nine months was 5,186,860 marks (\$1,234,491), of which sum 2,260,942 marks (\$538,104) was on account of stock on hand July 1, 1902.

RICHARD GUENTHER,
Consul-General.

Frankfort, Germany, October 3, 1903.

Whipping the Devil Around the Stump.

NEW HAMPSHIRE has a liquor law which penalizes the sale of intoxicants to any person who is "posted" as an habitual drunkard. One of this class has, however, discovered a vulnerable point in the law, having secured enough liquor through a friend to make him roaring drunk after being "posted," and all the saloon-keepers in town notified not to sell to him. He was arrested and explained in the Police Court how he got the whiskey. Then his "obliging friend" was arrested, but it was discovered that the law failed to prohibit the giving of liquor to any habitual drunkard, and the charge against him had to be dismissed.

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

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San Francisco, California



LOS ANGELES DEPARTMENT



LOS ANGELES.—In the efforts of the local druggists to bring about a high license for saloons, in retaliation for the retail liquor dealers' expressed wish for an equitable tax that would protect them from the drug store competition, there is nothing doing. When the druggists took offense at the proposition to charge them as high a license as the saloons pay, or submit to a rule requiring them to sell liquor upon prescription only, they set out with a petition asking for a vote on the subject. Then, it is said, some one called their attention to the fact that any prohibition proposition would hit the drug stores very hard, and the petition became sidetracked. Drug store men were reminded that in places like Pomona and Pasadena the life of the drug store man is not all a dream. Every little while a druggist is called into court and fined \$200 to \$300 for selling half a pint of liquor.

It has become obvious that all men interested in the liquor trade in Los Angeles must stick together for their common good, for the other element is working daily toward precipitating a contest for prohibition. Men who make light of the chances of success of such a movement simply do not count upon the chance in a community where precept and practice often are not on speaking terms. Liquor interests are beginning to see that any bickering in their own ranks will be fatal to their chances of continuing in business. Drug store men do not want prohibition, but the men who pay a saloon license object to active competition by drug stores that pay so much less for the privilege.

NOTES.

Charles Zinkand, the San Francisco caterer, who had agreed to lease the ground floor of the new Chamber of Commerce building for a cafe to excel anything of the kind in the West, has changed his mind, and the agreement has been cancelled. The caterer made up his mind that Broadway, between First and Second, is too far north for success in the kind of an enterprise he had in mind. By giving up the room after having done considerable work upon it, Mr. Zinkand loses several thousand dollars, but probably not as much as he would have lost had he gone further into the venture. It has been said that Charles Zinkand may take the basement room of the new Hellman building, at the corner of Spring and Fourth streets, for a fine cafe, which is being fitted up for a cafe, and it will be prodigious one.

Edward Green, who is well known as a traveling salesman for a local liquor house, but who about a year ago opened a wholesale liquor store on his own account, has failed in business, owing about \$20,000. He had a store in East Third street, where at the time of his assignment he had a stock worth about \$6,000. Those who know Mr. Green hope he will recover from his embarrassment.

In the United States Court here, Gaines & Co., of Frankfort, Ky., sue Jacob Richter of Fresno to restrain him from using the trade mark "Old Crow" on whiskey.

Hollywood, a foothill suburb of Los Angeles, has voted to keep out saloons. By the same vote it was agreed that drug stores may sell liquor. Consistency, etc.

Joseph Linwell, saloon keeper of Hueneme, Ventura County, has filed a petition in bankruptcy, with liabilities of \$2,378 and assets amounting to \$1,978.

D. B. Jerrue, the well-known liquor dealer, is making some notable improvements at Avalon, Catalina Island. He is putting up a business block that will contain a retail liquor store and one for the supplying of the family trade. It will be surmounted by a roof garden forty feet by one hundred feet, and will have an aquarium also. He is also putting up a summer dwelling on the lot he purchased recently from Dr. Atwood of San Francisco, and in this he will introduce several features novel to this popular summer resort.

Grape growers agree that if their vines get three or four more inches of rain their crop will be all right this year. If no more rain comes the growers are going to have hard times.

Samuel J. Gilmore wanted to open a wholesale liquor store in the Crown Hill district of this city, but the Police Commission would not consent because certain residents of the neighborhood objected.

Licenses of the Pantheon and Basket saloons, in the red-light district, are in danger, because of the crusade that has been begun against the district.

It is shown that the \$12,000 appropriated by Congress to investigate for the cause and cure of the Anaheim disease has come too late. The grape disease has disappeared as suddenly as it came and there is now nothing to investigate in that direction.

COSMO MORGAN - LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.



Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

WUNDER BEER

THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
AND IS STILL INCREASING AT THE SAME RATIO

THE REASONS ARE PLAIN:

The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

For Agency Privileges in
Kegs or Bottles Write to

WUNDER BREWING COMPANY

San Francisco, Cal.



Lamanda Park has concluded not to go dry. Lamanda is near neighbor of Pasadena.

George Sweany, a Seattle brewer, has been seriously ill in Los Angeles.

It is said Salter & Weber have refused an offer of \$13,000 cash for their Magnolia saloon.

Richard Krebs, wine maker of the Baldwin Distillery, has his concern is still making brandy.

Jacob Rudell has sold all his wine for shipment to the Est.

Prices for sweets are averaging about the same as last year.

Mr. Curley, of the Sonoma Wine and Brandy Company, has been in Los Angeles looking over the vintage prospects.

The Cucamonga Vineyard Company will start up again and will make 5,000 gallons of brandy for warehouse.

John G. Ritter of Palmdale has just completed the work of making prune brandy.

An English Whiskey Guide.

THE 1903 edition of the *Whisky Guide* issued annually by the *Wine Trade Review* (London), and presented to every subscriber to that journal, is up to its customary high standard. While designed primarily for the use of distillers in the United Kingdom, it nevertheless contains a quantity of information which will also prove of value on this side of the Atlantic. The principal feature is a list of the whiskey distilleries of the United Kingdom, but there is, in addition, under the caption "Notes about Spirits," much interesting reading concerning such subjects as how casks affect spirits, sediment in spirits, selling strength of spirits, re-imported British spirits, using water to reduce spirits, etc. There are also tables showing the consumption of spirits in the United Kingdom, the difference between the British and American gallon (up to 6,000 gallons), the quantity of spirits distilled in the United Kingdom, the British duties on spirits, and the quantity of water necessary to reduce spirits.

LASH'S BITTERS
TONIC LAXATIVE

Far-Famed Cresta Blanca

THE famous Cresta Blanca Vineyard is situated about four miles south of the town of Livermore, Alameda County, California, and about forty miles east of the city of San Francisco. It is a tract of land of about 400 acres of hilly and level land, most of which is now under cultivation. It was specially selected on account of soil and climatic conditions, which gave promise of the highest excellence in wine and olive products. The soil is composed of gravel and clay, with a small proportion of lime and magnesia. Through this large tract flows the Arroyo del Valle, making it one of the most beautiful spots in the State of California.

The vines planted at Cresta Blanca were imported from France, and came from the famous Chateau Yquem and

by years of poor quality, as happens so often in France, but every year the wines are perfect, because they are made from perfectly ripe grapes. The Sauterne grapes always show from 24 to 28 per cent sugar (Ballings), and the claret grapes from 22 to 24 per cent. Not since 1886, when the first wine was made, have the grapes even been picked at a less percentage of sugar, which accounts for the great uniformity in the Cresta Blanca wines. The bottles do not have to be labeled "Vintage of 1890" or "Vintage of 1896" to designate superior quality, for the label "Cresta Blanca" always carries with it a guarantee of purity and quality, no matter what the year of the vintage may have been.

When the grapes are ripe they are carefully picked and carried to the wineries, the white grapes to one winery and the black to another. When the grapes arrive at the wineries they are emptied from the boxes into screens placed over large tanks. They are then rubbed off the stems by



VIEW OF CRESTA BLANCA VINEYARD, LIVERMORE, CALIFORNIA.

Margaux vineyards, the white wine varieties being Semillon, Sauvignon Blanc and Muscadelle du Bordelais, and the red wines Cabernet Sauvignon, Cabernet Franc, Merlot and Verdot. During the later years a portion of the land was planted to Champagne varieties, viz: Vert Dore and Plant Vizeley.

The first vines were planted in 1882, and the first wine made in 1886. This new wine showed such good qualities that the proprietors were greatly encouraged, and they added largely to the acreage. To-day they have the largest acreage devoted to high-grade wines in the State of California.

The climatic conditions at Cresta Blanca are so perfect that the grapes ripen evenly every year and the wines of each year are almost identical with the wines of the preceding years. There are no years of extra quality followed

men, who use wooden rubbers. The juice and skins fall into the tanks and the stems are left on the screen and are thrown away. The juice is immediately drawn off into puncheons, and the remainder is given a light pressing in presses run by hand. This method insures a clean juice and one free from skin taste. The greatest care is taken with the cooperage, and every tank and puncheon is thoroughly cleaned, and no bad smell is ever allowed in the winery. As all of the work of wine-making is done by hand, it is possible to give the wine perfect care and attention. When the fermentation is completed the wine is drawn off from the heavy lees and left to settle, which it does as soon as the cold weather comes. In December and January the new wines are racked, and are then put into the tunnels. At Cresta Blanca there are three tunnels running into a mountain just back of the winery. One of these tunnels

is 125 feet long, another 150 feet and the last 450 feet. They are wide enough to hold two rows of puncheons, with a good passageway between, and they are high enough to hold two puncheons one above the other. The temperature of these tunnels always remains the same—60 degrees F. The heat of summer and the cold of winter have no effect upon the temperature of the tunnels, making them a perfect place for the storage of fine wines. When the wines are completely matured and ready for bottling, they are shipped to San Francisco and bottled.

The fortunate owners of Cresta Blanca and its famous vintages are the Wetmore-Bowen Company, a corporation with a capital of \$200,000. The officers of the company are: Clarence J. Wetmore, President; Charles E. Bowen, Vice-President and Manager, and James B. Sheat, Secretary. The principal office of the company is at No. 410 Post street, San Francisco. They also have branch offices at No. 462 Greenwich street, New York, and No. 46 East Van Buren street, Chicago.

After the wines are completely matured at the vineyard they are shipped to the bottling cellars at No. 410 Post street, San Francisco. The wines are then clarified and bottled and placed on shelves for ageing. The greatest care is exercised in washing the bottles, and for this purpose a sand machine is used. The pure white sand is forced into the bottles with the water, completely scouring them. They are then rinsed with clear water and placed on racks to dry.

The best hand-cut corks are used, and the labels are neat and attractive. A large force of men and women are constantly employed in bottling, labeling and casing the wine, and thousands of cases of Cresta Blanca wines are sent out monthly to all parts of the world. Besides shipping wines to nearly every city in the United States, the Wetmore-Bowen Company has developed a good foreign trade, and are now shipping wines to England, Germany, South Africa, Canada, Central and South America, Japan, China, India, Hawaiian Islands and Philippine Islands. Several wealthy brewers in London, England, are constant buyers of Cresta Blanca, and report that they prefer them to any other wines.

The increase in the sales of Cresta Blanca during the past five years has been wonderful, and, of course, very gratifying to the proprietors. It shows very plainly that California wines do become popular when great care is

used in the making and caring. Every bottle of wine sent out by Wetmore-Bowen Company is guaranteed, and as no wine is sold in bulk, consumers always feel safe in ordering this wine.

The Cresta Blanca wines are now found on the wine lists of nearly every first-class hotel, restaurant and club on the Pacific Coast, and also in many places in the large Eastern cities. On the Pacific Coast Cresta Blanca is as well known as Chateau Yquem or Margaux is known in Europe.

The first gold medal awarded to Cresta Blanca was at the Paris Exposition in 1889. Since that time the following gold medals have been awarded: Chicago World's Fair, 1893; Lyons, France, 1894; Midwinter Fair, San Francisco, 1894; Atlanta Exposition, 1895 (3); California State Fair, 1895, 1896 and 1897; Guatemala Exposition, 1898; Pan-American Exposition, Buffalo, 1901.

At the Paris Exposition, 1900, the wines received a marking of 17 out of a possible 20, the highest marking of any American wine, and, in fact, only three wines in the whole of Europe received a higher marking.

The Wetmore-Bowen Company naturally feel proud over the success they have made and are now reaping the reward of honest dealing. They have raised the standard of California wines and have made Cresta Blanca that standard.
—*Bonfort's, January 10, 1904.*

Local Optionists in Portland.

THE liquor dealers of Portland, Oregon, are hard at work combating the intemperate arguments of the self-styled temperate people. The latter have submitted a petition asking that a local option law be placed before the voters at the July election. The worst feature of the proposed law is that in order to become effective it will not require a majority of all votes, but merely a majority of those votes upon which an expression is voiced. The solid vote of the prohibition party and every temperance organization in Oregon will be cast for the bill. The liquor men have, consequently, a fight of serious dimensions on their hands. In order to defend their rights, they are consolidating forces. All wholesale houses in California that sell wines and liquors in Oregon are being called upon for aid, and they should respond.

ASTOR WHISKEY



SHEA BOCQUERAZ CO.

Controllers

ASTOR DISTILLERY

M. SELLIGER CO., LOUISVILLE, KY.

Level-Headed Distillers.

THE most important announcement yet made in connection with the Bottling in Bond Exhibit at the St. Louis World's Fair is that no commercial labels are to be placed upon any of the bottles. Nearly every prominent distiller who bottles in bond will participate in the exhibition and have his brand or brands on view, but not designated by his accustomed trade mark. This decision has been reached only after long and earnest conference among those interested in the exhibit, many of whom felt that it was asking rather too much to expect them to contribute hundreds and thousands of dollars to a display in which the identity of their product would be lost. But, on the other hand, it was urged that the exhibition would gain immeasurably in dignity and impressiveness if the suggestion of advertising individual interests could be eliminated—particularly in view of the fact that every compounded whiskey shown at the Fair will be boomed strictly for the benefit of its owners. This view of the matter finally prevailed and the distillers behind the Bottling in Bond Exhibit present to the world the remarkable spectacle of a band of men broad-minded and far-sighted enough to spend their money solely for the education of the public into appreciation of a new proposition. That they will ultimately profit richly by the enlightenment of the public as to what bottling in bond means goes without saying. But just imagine the difficulties he would encounter who tried to get up an exhibition of "billboard whiskies" on the same basis!—*Barrels and Bottles.*

Unrivalled Prune Juice.

THE Barrett Company, of 43 Front street, New York City, has adopted a novel and very effective method of directing attention to the merits of the well-known "Unrivalled Prune Juice" manufactured by the firm. A neatly printed folio pamphlet has been issued, setting forth the main provisions of the act for preventing the adulteration or misbranding of foods, which was introduced in the Senate on January 21st, and referred to the Committee on Manufactures. Attention is called to the fact that Barrett's Unrivalled Prune Juice conforms to the requirements of the measure in every respect. The manufacturers positively guarantee that the article is absolutely pure. In corroboration of their own guarantee, the Barrett Company append a certificate of analysis rendered by Francis Wyatt, Ph. D., consulting, analytical, and technical chemist to the Laboratory of Industrial Chemistry. Mr. Wyatt is a recognized authority on food products and their production, and in his certificate he says of Barrett's Unrivalled Prune Juice:

I find that it is composed of substances absolutely pure and healthful.

It contains no trace of any added chemicals or preservatives.

It may be mixed with impunity with any article of food or drink.

Messrs. Chas. Meinecke & Co., this city, are Pacific Coast agents.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

Aid in Fighting Vine Disease.

It seems to be a law of nature that no species of vegetable or animal life can be unduly increased within a given space without being subjected to destructive pests and diseases. It is nature's way of maintaining the balance of life. Fortunately, the vegetation most essential to the support of mankind—the cereal grains—is least subject to disease. It is by no means exempt, as we know. Fungus and pests destroy a great deal of grain every year, but the grains have no enemy so dangerous to them as is the phylloxera to the European grape vine, the rust to the asparagus, or the boll weevil to cotton. In all countries where any of the more delicate products are largely grown the national government is certain to be called on for aid to combat disease. The French Government spent very large sums in fighting the phylloxera, and no small amount in stopping the ravages of the silk-worm disease. Our own Congress last year appropriated \$500,000 to be expended in fighting the cotton weevil, of which, however, but a small part has been used. For years it has maintained an expert in this State constantly engaged in the study of diseases of the vine, besides giving the occasional assistance of others.

It seems to be the experience that in the end all pests and diseases are conquered either by the development of some natural enemy or by the discovery of effective methods of cure or prevention. In this State we are having in-

creasing trouble with the European grape vine—*vitis vinifera*—which is the basis of all our grape industries. It is the tenderest of the grape species, as it is the best. A good deal of money has been expended by the Government for its protection, and the agricultural appropriation bill, as it passed the House, contained an item of \$5,000 for further work. Our Senators have asked for a large increase in the amount, and we shall doubtless get it. We have invested \$100,000,000 in the various branches of the grape industry, much of which has been lost and all of which is imperilled by the ravages of pests and diseases. It is a part of the national duty to aid in our defense against enemies of such power.—*San Francisco Chronicle*.

Wine Steward's Manual.

WE have received a copy of *The Wine Steward's Manual*, published by the Caterer Publishing Company, New York. It contains much information of interest to the steward and the barkeeper. This information, although not new, is well arranged and couched in plain language. However, from the point of view of the American caterer the value of the book is materially discounted by reason of the fact that the author studiously ignores all native wines. This is the most disappointing feature of the manual, and stamps it as a book to be read only by those who are catering to foreign people.

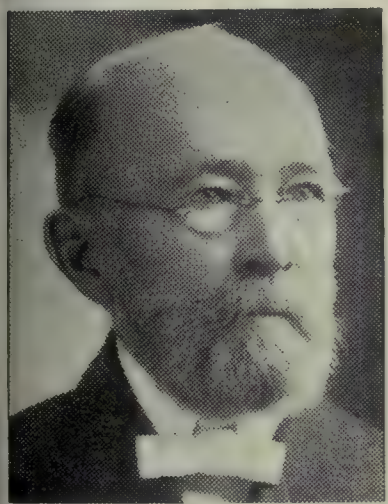
The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

the Franklin Circuit Court, April 9, 1891 (Excerpt)

"Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY,

and from representing or describing any of their whiskies as

TAYLOR WHISKEY,

either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, in any way whatever."

There is but one **OLD TAYLOR** Distillery in Ky.

(INCORPORATED)

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct
supervision of the United States
Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
or
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one **Old Taylor Whiskey** Distilled in Ky.

The Olivina Vineyards.

THE proprietor of the Olivina Vineyards has got out some exceedingly fine advertising matter in the shape of folders and booklets, neat, artistic, and well arranged. They are written in a manner calculated to bring before readers at a glance just those points which ought to be put prominently forward. Amongst other things, it is brought out that "the American Bankers' Association, representing the brains and backbone of the entire financial system of the United States, were banquetted at the Palace Hotel, San Francisco, October 20th, 1903, and served with Olivia Sauterne, a wine as fragrant as the rose and as delicious as the nectar of the Gods." The booklets are prettily illustrated.

The Olivina Vineyard consists of 2,000 acres of undulating hill and valley land located on the southern confines of Livermore Valley, California. Olives, nut and deciduous fruit-bearing trees are extensively cultivated, and about 600 acres of the land most favorable as to exposure and formation of soil, are devoted to the vine. About 50 varieties of vine, all of European stock, are grown. In immense concrete cellars the wine is stored and matured, the methods followed being the same as in the Rhinegau, in the Cote d'Or, or the Medoc and Xeres de la Frontera. The result is the production of a wine analogous in many ways to the type represented.

New Distillery at Hanford.

E. P. THOMAS, of this city and C. R. Schwain of Alabama are building a whiskey distillery in Hanford. Mr. Schwain is now in San Francisco making the proper revenue arrangements, and will return in a few days. The plant is to be situated just outside of the city limits, on East Seventh street, just east of the old "winery," where the gentlemen have purchased a five-acre tract of land, on which the different buildings are to be built. Yesterday they had a fine well sunk, which Mr. Thomas is more than proud of, as he feels sure that it will answer all their purposes for some time to come.

The still and all necessary equipments have been purchased, and are now in San Francisco, and will be shipped here as soon as the building has been completed, which at first will only be a small affair, as the company expects to add to it as their business increases.

They expect to keep the concern running the year round, and in the summer time they are going to buy all the old fruit of the fruit raisers and convert it into brandy, and when there is no green fruit to be had they will use corn and distill whiskey. All the waste will be fed to hogs, so that nothing will be wasted.—*Exchange.*

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
NATURAL
MINERAL WATER
BARTLETT

The best
in the world

For the cure of
CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES

As a bar or table water
it has no equal.

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



“FOR THE HOME AND CLUB”

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.

WINE AND BRANDY EXPORTS BY SEA

From January 25, 1904, to February 25, 1904.

WINE.

TO JAPAN.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Amer Maru..	Hioho.....	Gundlach-Bundschu Co.....	500	
"	Yokohama.....	California Wine Association.....	1,750	
Korea.....	Hioho.....	"	475	
"	Tokio.....	S P Co.....	50	
Gaelic.....	Nagasaki.....	C Schilling & Co.....	416	
"	Yokohama.....	California Wine Association.....	5,740	
Total.....				8,931
Value.....				\$8,038

TO CHINA.

Korea.....	Hong Kong.....	California Wine Association.....	1,200	
Gaelic.....	"	S M Joseph.....	1	
"	"	A Repsold & Co.....	28	
"	Amoy.....	Macondry & Co.....	50	
Total.....			1	1,278
Value.....				\$530

TO TAHITI.

Mariposa....	Papeete.....	French-American Wine Co.....	105	
"	"	J Pinet & Co.....	51	
"	Tahiti.....	California Wine Association.....	380	
"	"	Gundlach-Bundschu Co.....	50	
"	"	C Schilling & Co.....	156	
"	"	Lachman & Jacobi.....	52	
Total.....				794
Value.....				\$281

TO NEW YORK.

Cy of Sydney	N York via Pauma	Gundlach-Bundschu Co.....	5,000
"	"	French-American Wine Co.....	940
"	"	Beringer Bros.....	53
"	"	C Schilling & Co.....	16,228
"	"	Lachman & Jacobi.....	17,457
"	"	California Wine Association.....	12,500
Newport.....	"	"	24,200
"	"	Sutler Home W & D'g Co.....	250
"	"	Italian-Swiss Colony.....	2,350
"	"	Gundlach-Bundschu Co.....	7,500
"	"	Overland F & T Co.....	250
"	"	Lachman & Jacobi.....	17,359
City of Para	"	"	27,232
"	"	J Clavel.....	5,000
"	"	French-American Wine Co.....	2,640
"	"	Beringer Bros.....	103
"	"	Capelli Bros.....	750
"	"	Gundlach-Bundschu Co.....	17,000
"	"	C Schilling & Co.....	17,615
"	"	California Wine Association.....	12,750
San Jose.....	"	"	21,000
"	"	Lachman & Jacobi.....	34,026
"	"	Gundlach-Bundschu Co.....	3,750
Total.....			245,998
Value.....			\$81,987

TO HAWAIIAN ISLANDS.

Albert.....	Honolulu.....		3,765
Helene.....	"	25	1,471
Roderick Dhu	Hilo.....	6	4,216
Kathrine.....	"		48,104
Alameda.....	Honolulu.....	27	3,000
And'w Welch	"	37	472
W B Flint.....	Makaweli.....		1,503
Ventura.....	Honolulu.....	1	1,182
S G Wilder.....	"	4	2,415
Enterprise.....	Hilo.....	2	
Archer.....	Honolulu.....	2	
Nevadan.....	Wailuku.....	2	2,140
Kaulaui.....	Honolulu.....	50	2,630
Alameda.....	"	3	2,755
Total.....		159	73,653
Amount.....			\$17,288



QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions



THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO



TO MEXICO.

Cy of Sydney	Manzanillo	B Frapelli & Co.	105
"	"	Thannhauser & Co.	94
"	Mazatlan	W Loaiza & Co.	821
"	"	Gundlach-Bundschu Co.	314
"	Tonola	E G Lyons & Co.	121 359
Jos Russ	Santa Rosalia	Santallier & Co.	2,514
Newport	Acapulco	Maldonado & Co.	268
Curacao	Mazatlan	L F Lastreto	388
"	"	Leo Metzger & Co.	103
"	"	W Loaiza & Co.	375
"	Santa Rosalia	"	202
"	Altata	"	27
"	Guaymas	"	350
"	"	Lachman & Jacobi	60
"	"	O Schilling & Co.	156
"	"	B Frapelli & Co.	1,254
"	"	Maldonado & Co.	1,479
"	Altata	"	27
"	La Paz	"	158
"	"	"	54
"	"	"	60
"	Ensenada	Progress Mining Co.	9
"	"	Wetmore, Bowen Co.	2
"	"	California Wine Association	110
"	Mazatlan	"	156
"	San Benito	"	26
City of Para	Manzanillo	Thannhauser & Co.	52
Mera	"	Redington & Co.	51
Sequia	San Blas	W Loaiza & Co.	301
Total			158 9,811
Value			\$3,927

TO PHILIPPINE ISLANDS.

Korea	Manila	Pacific Oriental Trading Co.	102
"	"	E G Lyons & Co.	20 49
"	Iloilo	Spohn-Patrick Co.	27
Total			20 178
Value			\$162

TO SOUTH AMERICA.

Newport	Salaverry	C Schilling & Co.	312
Mera	Oallao	"	144
Total			456
Value			\$228

TO BRITISH COLUMBIA.

Queen	Nanaimo	Oliveta Wine Co.	104
"	Victoria	A Repsold & Co.	200
"	"	B Arnold & Co.	53
Cy of Pueblo	Vancouver	Wetmore-Bowen Co.	17
"	Ladysmith	Matteucci & Vannucci	79
"	Valdez	Sherwood & Sherwood	2
Umatilla	Victoria	D De Bernardi & Co.	47
"	"	Lachman & Jacobi	258
"	Trail	Bertin & Lepori	10
"	Winnipeg	M Forkeltank	27
"	Vancouver	Napa & Sonoma Wine Co.	286
"	"	California Wine Association	154
Queen	"	A Repsold & Co.	28 140
"	"	Gundlach-Bundschu Co.	6 51
"	Victoria	R Petri & Co.	28
"	"	Lenormand Bros.	51
"	Cumberland	Matteucci & Vannucci	28
Cy of Pueblo	Vancouver	Oliveto Wine Co.	1
"	Nanaimo	F Garabaldi & Bro.	50
"	Kamloops	Conradi & Goldberg	5
"	Victoria	R Petri & Co.	28
Umatilla	Vancouver	Italian-Swiss Colony	16 153
"	"	A Repsold & Co.	14
Queen	"	Bertin & Lepori	410
"	Victoria	Goldberg-Bowen Co.	1 53
Total			99 2,220
Value			\$1,462

MISCELLANEOUS.

Newport	Hamburg	Gundlach-Bundschu Co.	27
Korea	Samarang	C Schilling & Co.	434
Ventura	Apia	"	10
"	"	Gundlach-Bundschu Co.	80
"	Auckland	"	5
Mera	Hamburg	Otis, McAllister & Co.	60
"	"	Theo Gier Co.	81
"	"	Roth & Co.	7
Cy of Pueblo	Juneau	Brownstone Wine Co.	2
Total			14 692
Value			\$563

Telephone Private Exchange 313

Hilbert Mercantile Co.

213-215 MARKET STREET

SAN FRANCISCO

Sole Agents and Importers

Hunter Baltimore Rye
H. B. Bourbon and Rye Whiskies
El Monte Bourbon
Maryland Monogram
Ruinart Brut Champagne
W. H. McBrayer's Cedarbrook

St. Louis A. B. C. Beer
Buchanan's Black and White Scotch
J. Baumgardner Rye
Union League Bourbon
Ætna Mineral Water
Boar's Head Ale and Stout

Booth's Old Tom and Dry Gins

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Cy of Sydney	Mazatlan	Crown Distilleries Co.	2	.....
"	Panama	"	16	.....
"	San Jose de Guat.	"	30	.....
"	Acajutla	"	24	.....
"	Tonalá	E G Lyons & Co.	22	.....
Cy of Pueblo	Valdez	Sherwood & Sherwood.	17	.....
Korea	Nagasaki	Crown Distilleries Co.	50	.....
"	Iloilo	Haslett Warehouse Co.		47
"	Manila	E Martin & Co.		415
"	"	E G Lyons & Co.	100	123
Newport.	Amapala	Hiram Walker & Sons.	30	.....
"	La Union	Wm Wolf & Co.	2	.....
"	"	Crown Distilleries Co.	2	.....
"	Acajutla	"	14	.....
"	Champerico	"	60	.....
"	"	Otis, McAllister & Co.	1	.....
Wm Tillie.	Sydney	Crown Distilleries Co.	50	.....
Curacao	Guaymas	Haslett Warehouse Co.	290	138
"	"	W Losiza & Co.	15	.....
"	Mazatlan	Crown Distilleries Co.	10	.....
"	Ensenada	A & N Co-operative Society.		27
"	Altata	Hiram Walker & Sons.	25	.....
Gaelic	Shanghai	E G Lyons & Co.	131	.....
"	"	Haslett Warehouse Co.	101	.....
"	"	Crown Distilleries Co.	100	.....
"	Yokohama	"	1	.....
Mariposa	Tahiti	J D Spreckels & Co.	5	.....
Mera	Hamburg	Roth & Co.	½	.....
"	Salinas Cruz.	"		30
"	"	E G Lyons & Co.		250
"	"	Crown Distilleries Co.	102	.....
City of Para.	Champerico	"	90	40
"	Corinto	"		10
"	"	Hiram Walker & Sons.	30	.....
"	"	"	49	.....
"	San Jose de Guat.	"		
"	Panama	J Rothchild	1	.....
San Jose.	Champerico	Haslett Warehouse Co.	10	.....
"	Amapala	"	5	.....
"	"	P J Knudsen	5	9
"	"	Crown Distilleries Co.	4	.....
"	Honolulu	"	355	2,379
"	Hilo	"	49	444
"	Makaweli	"	88	.....
"	Lanpahoehoe	"	6	.....
Total			1,895½	3,912
Value				\$18,345

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS	CASES.	GALLONS
Albert	Honolulu.			52
Cy of Sydney	Tonala	E G Lyons & Co.	12	
"	Panama	Crown Distilleries Co.	2	
Cy of Pueblo	Ladyemith,	Matteucci & Vannucci.	4	
W B Flint	Makaweli.			27
Curacao	Altata	Haslett Warehouse Co.	9	
"	Ensenada	Crown Distilleries Co.		50
"	"	California Wine Association.		7
"	Mazatlan	E G Lyons & Co.	6	
Ventura	Honolulu.			3
Mera	Salinas Cruz.	Pascal, Dubedat & Co.	3	
City of Para.	New York	C Schilling & Co.		26
Total			27	174
Value				\$44



The real genuine
imported Chianti.
MARQUIS PANCIATICHI
FLORENCE, ITALY

MARIO LORENZINI & Co.

436-438 Jackson Street
Importers and Jobbers

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACKAGES.
"	British Columbia	Rothenberg & Co.....	1
"	"	Sherwood & Sherwood.....	7
"	"	Long Syrup Co.....	50
"	"	Bertin & Lepori.....	1
"	"	Wells Fargo & Co.....	1
"	"	Gundlach-Bundschu Co.....	5
"	Central America	Am. Trade Developing Co.....	1
"	"	Otis, McAllister & Co.....	2
"	"	Mohs Freese Commercial Co..	5
"	"	Crown Distilleries Co.....	1
"	"	P J Knudsen.....	9
"	"	J F Wright.....	2
"	"	J W Boden & Co.....	10
"	China.....	E G Lyons & Co.....	13
"	"	Mattoon & Co.....	1
"	Hawaiian Islands	"	426
"	Japan.....	S P Co.....	5
"	"	Union Distilling Co.....	450
"	Mexico.....	Canaliza, Trillanes & Co.....	20
"	"	W Loaiza & Co.....	6
"	"	E G Lyons & Co.....	70
"	"	Thannhauser & Co.....	12
"	"	Swayne, Hoyt & Co.....	1
"	"	Crown Distilleries Co.....	6
"	"	Sherwood & Sherwood.....	20
"	"	Rufus Jennings.....	15
"	Philippine Islands	Haslett Warehouse Co.....	10
"	"	Union Distilling Co.....	2
"	"	E G Lyons & Co.....	109
"	South America...	"	24
"	Other Countries..	L T Snow & Co.....	1
"	"	Meinecke & Co.....	5
"	"	Roth & Co.....	1
*Total.....			1,292
Value.....			\$13,305

*Includes: Absinthe, 3 cases; aquardiente, 449 gals.; alcohol, 1 case, 459 bbls. and 1 hf. bbl.; wood alcohol, 15 cases and 6 bbls.; Am. picon, 5 cases; apricot brandy, 2 cases; bitters, 10 cases; blackberry brandy, 1 bbl.; cassia, 1 case; elder, 2 bbls.; beer extract, 1 bbl.; cherry brandy, 1 case; champagne, 1 case; cherries in maraschino, 5 cases; cognac, 62 cases and 2 kegs; cocktails, 19 cases; fernet, 1 case; fruit juice, 56 cases; ginger ale, 8 cases, 21 bbls., 10 hf. bbls. and 1 cask; gin, 10 cases and 2 bbls.; ginger brandy, 1 case; Jamaica rum, 1 case; kummel, 5 cases; liquors, 98 cases; malt extract, 14 cases and 10 casks; mineral water, 202 cases; porter, 20 cases; rum, 3 cases; rice nectar, 135 kegs; sodas, 1 case; syrups, 61 cases; spirits, 10 bbls. and 1 hf. bbl.; vermouth, 5 cases, and assorted liquors, 9 cases.

Wine and Brandy Receipts.

Receipts of wine by rail from interior cellars for the month of February, 1904, were 1,749,650 gallons; brandy for the same period, 21,450 gallons.

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on January 31st, 1904, was 248,119 tax gallons.



Monte Cristo (REGISTERED)
CHAMPAGNE
EXTRA DRY

THE ONLY GENUINE

D. P. ROSSI
Dogliani, Italy, and San Francisco
Sole Agent for the United States and Canada
TELEPHONE MAIN 1209
San Francisco Office: 1400 DUPONT ST.

THIS BRAND IS ONE OF THE LEADING CHAMPAGNES USED AT THE ROYAL COURTS OF ITALY, GERMANY AND ENGLAND; IS ESPECIALLY ENDORSED BY DEL-MONICO, NEW YORK; PALACE HOTEL, DEL MONTE, POODLE DOG, MAISON RICHE MAISON TORTONI, ETC., S. F.



PABST
BLUE RIBBON
CHOICEST BREW




THOS. W. COLLINS & CO.
GENERAL AGENTS
105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



PABST
WHITE AND BLUE
Most Convenient Bar Package



IMPORTS OF WINES AND LIQUORS BY SEA.

FEBRUARY, 1904.

FROM ANTWERP—Per German ship "Nal."

50 cases beer.....	Wm Wolff & Co
25 " liqueurs.....	S Levy & Co
2 casks wine.....	Meyerfeld, Mitchell & Co
12 octvs ".....	Jas de Fremery Co
10 casks cognac.....	"
12 cases ".....	"
1760 " gin.....	"
2500 " vermouth.....	Wm Wolff & Co
700 " ".....	Jas de Fremery Co
60 " vichy water.....	"
300 " absinthe.....	"
400 " vermouth.....	Pascal Dubedat Co
15 " wine.....	A Vignier Co
10 casks ".....	"
100 cases quina bitters.....	Grannucci Bros
25 " brandy.....	"
350 " gin.....	Chas Meinecke & Co
50 " bitters.....	"
10 " kirsch.....	"
28 " wine.....	"
58 casks ".....	"
174 cases ".....	Jas de Fremery Co
100 " Old Tom.....	"
213 " wine.....	Goldberg, Bowen Co
130 " brandy.....	Pascal Dubedat Co
15 " liqueurs.....	"
100 " absinthe.....	"
25 casks wine.....	"
37 " ".....	Order
5 " vermouth.....	"
100 cases cognac.....	"
15 " mineral water.....	"
55 " beer.....	"
15 " bitter water.....	"

FROM ANTWERP—Per German ship "Thelka."

5 octvs gin.....	Bank British North America
10 cases ".....	"
150 " bitters.....	"
200 " spirits.....	"
50 " gin.....	Ahrens, Pein & Bullwinkel
100 bbls whisky.....	Hilbert Mercantile Co
60 " ".....	C W Craig & Co
35 cases orange bitters.....	"
100 " spirits.....	Pascal Dubedat Co
150 " vermouth.....	A Vignier Co
45 " wine.....	"
141 " spirits.....	"
55 " brandy.....	"
5 casks ".....	"
220 cases whisky.....	Order
1 cask ".....	"
760 cases apolinaris water.....	Apolinaris Co (Ltd)
200 " mineral water.....	Order
500 " vermouth.....	"
20 casks wine.....	"

FROM HAMBURG—Per s.s. "Memphis."

12 bbls liquors.....	Siebs Bros & Plageman
15 cases wine.....	John D Spreckels Bros Co

PRINCIPAL ITEMS OF IMPORTS.

Ale and beer, 105 cases; absinthe, 400 cases; bitters, 335 cases; brandy, 322 cases and 15 casks; cordials, etc., 50 cases; gin, 2,270 cases and 5 octaves; liquors, bbls.; mineral water, 1,050 cases; spirits, 441 cases; vermouth, 4,260 cases and 1 cask; whisky, 220 cases, 160 bbls, and 1 cask; wine, 490 cases, 12 octaves and 2 casks.

Imports of Beer by Rail.

FEBRUARY, 1904.

Tillmann & Bendel (Anheuser-Busch) 500 bbls. bottled.
 Braunschweiger & Co. (Val Blatz) 100 bbls. bottled.
 Hilbert Mercantile Co. (A. B. C.) 650 bbls. bottled.
 T. W. Collins & Co. (Pabst) 400 casks bottled; 250 bbls. alk; 100 hf. bbls.; 325 qr. bbls.; 450 bbls. Tonic.
 P. J. Weniger & Co. (Mayflower) 130 bbls. bottled.

Articles of incorporation were filed by the California Brewing Company, the capital stock being stated at \$200,000, of which \$200 worth has been subscribed for by each of the following incorporators and directors: Edward Schwab, W. C. Webb, W. S. Downing, Samuel Simmen and F. Morrison.

California Manufactures.

ALTHOUGH California is an agricultural and mining State there has been a steady growth in the manufacturing and mechanical industries during the last half century, says an article compiled for the California Promotion Committee.

The number of manufacturing and mechanical industries, proper, in the State is more than 12,582, with a capital exceeding \$205,395,025. In 1850 it was 1,003, with a capital of \$1,000,197; in 1860 it was 8,408, capital \$22,043,090; in 1870, it was 3,984, capital \$33,728,202; in 1880 it was 5,885, capital \$61,243,784, and in 1890, there were 7,923 establishments representing a capital of \$146,797,102. The apparent decrease in the number of establishments is explained by the fact that gold mining was then dropped from the list as a manufacturing industry.

Including hand trades and establishments with less than \$500, the number of mechanical and manufacturing industries in California is 14,166, having a capital of \$212,640,144, and having 15,834 proprietors and firm members, and 93,356 wage earners, who received a total of \$48,709,123 during the year in which this enumeration was made. The value of the products of these establishments, including custom work and repairing, was \$305,519,043, and the cost of materials used \$189,062,091. On a basis of the capital invested, the most important industry in California is the lumber and timber products, with a capital of \$28,236,332; planing mills have a capital invested of \$3,431,949. On this basis the next most important industry is the making of liquors, in which \$12,918,511 is invested, with \$9,261,900 as the annual products. The most important industry on the basis of the value of products is refining sugar and molasses, in these the products are valued at \$15,909,998. The prominence of the industry is due to the fact that San Francisco is the nearest port of entry for the raw sugar of the Hawaiian Islands. Slaughtering is next most important, the value of products being \$15,717,712; lumber and timber products come third, the value of these being \$13,764,647. Flour and grist mill products have a value of \$13,100,944, and canning and preserving fruits and vegetables yield products whose value is \$13,081,329. The value of these canning and preserving plants is \$4,397,935 and the material they consume costs \$9,102,400.

None but the most general influences in relation to any particular industry may be drawn from the figures herewith as they relate to each industry as a whole and not to any particular branch of manufacturing in that industry. Taken in the aggregate, they show considerable progress in California manufactures.

The importance of the discovery of petroleum and of the great developments in the conversion of the power in the fall of mountain streams into electric power to the manufacturers in California can scarcely be exaggerated since each practically solves the problems of fuel and power.

LASH'S BITTERS
 TONIC LAXATIVE

PACIFIC WINE AND SPIRIT REVIEW.
SWEET WINE PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of January, 1904.		
	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	199	34,598.3
Brandy withdrawn from special bonded warehouse for fortification.....	592	49,967.8
Brandy actually used for fortification.....	911	101,842.4
		Wine Gals.
Port produced.....		9,171.00
Sherry produced.....		466,879.76
Angelica produced.....		2,536.93
Muscat produced.....		17,652.34
Tokay.....		
Total sweet wine produced in January, 1904.....		496,240.03
FOURTH DISTRICT—Month of January, 1904		
	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	146	31,063.5
Brandy withdrawn from special bonded warehouse for fortification.....		None
Brandy actually used for fortification.....	146	31,063.5
		Wine Gals.
Port produced.....		1,653.11
Sherry produced.....		137,254.53
Angelica produced.....		
Muscat produced.....		
Tokay.....		
Total sweet wine produced in January, 1904.....		138,907.64

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of January, 1904.		Tax Gals.
Produced and bonded		115,747.2
Received from distillery, Fourth District, California.....		36,573.0
Received from special bonded warehouse, Fourth District, California.....		468.4
Transferred from distillery to special bonded warehouse, Eastern districts.....		22,401.0
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....		22,755.5
Exported.....		54.0
Tax-paid.....		28,701.4
Remaining in bond January 31st, 1904.....		1,385,438.9
FOURTH DISTRICT—Month of January, 1904.		Tax Gals.
Produced and bonded in this district.....		7,342.7
Transferred from distillery to special bonded warehouse, First District, California.....		3,850.1
Transferred from distillery to special bonded warehouse, Eastern District.....		402.1
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....		4,828.0
Exported.....		
Tax-paid.....		5,320.7
Remaining in bond, January 31st, 1904.....		415,809.6

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER



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CHAMPAGNES**

809 MONTGOMERY STREET

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San Francisco, Cal.



News of the Northwest

SEATTLE, Feb. 20.—With the first of February logging camps began to open up, and the working men of the Northwest began to be employed regularly. It has been a hard winter for Puget Sound and Northwest dealers, because money has been far from plentiful with the spending class. In every seaport town, the dives and dance halls have disappeared like snow on a hot July day—simply because there was no money in circulation.

Spring has come, the lumber mills and shingle mills have patched up their quarrels with the brokers, and it is hoped that joy will now reign.

Everett expects the best spring for several years, for in addition to her lumber industries the smelter has been reopened, and will employ about three hundred and fifty men.

Bellingham is in splendid condition, and while the men are in debt, the mills will run steadily, so that it is but a question of time, when they will be all right.

The effect of the law, making it a felony to gamble in the State of Washington has, together with the closing down of lumbering, shown its effect unmistakably in the district below the "dead line" in Seattle. Where five variety, two theaters, several gambling halls and more than 2,000 women were housed, are now found only a few saloons, not more than five hundred women and two variety theaters. The fire chief has ordered both of these closed because of lack of fire protection, and it is rumored that one will not try to reopen.

Portland is booming, and it is said to now have all the gamblers and women who were once in Seattle. This cannot be true as business conditions in Portland, while good, are not so much improved that she could accommodate the increased number.

With the opening up of spring, and its better business promises, the wholesalers of the Northwest are feeling better.

One dealer says that the worst has passed, and he seems to voice the sentiments of the majority.

NOTES OF THE NORTHWEST.

A. Bauer, of the firm of A. Bauer & Co., Chicago, is now covering the Coast in the interest of the firm.

Tom Johnson, the popular representative of Corning & Co., Peoria, Ill., is in the city.

Simon Hartman, of the firm of Goodhart, Hartman & Co., Chicago, is shaking hands with his trade here.

The representatives of Iler & Co., Omaha's progressive wholesale liquor dealers, is in the city.

S. I. Monarch was in our city last week. Mr. Monarch represents the firm of S. I. Monarch & Co. He reports business as being very good.

Mr. Harkslater, of the firm of Harkslater & Leavy Co., Chicago, recently called on the trade of our city.

The California Wine Association's representative, Mr. George Catlemin is covering the Sound towns. He reports business good.

A. L. Dowler, Pacific Coast manager of Clark Bros., Peoria, Ill., is making his usual spring trip over this territory.

Mr. Harris, representing the Green River Distilling Company, was recently in Seattle.

M. G. Hutchinson is opening a billiard and pool hall on Fifth Avenue South, Seattle. Six new tables will grace the hall, and are being supplied by A. H. Harrison & Co., Seattle.

Samuel Rick is opening a billiard room at Chehalis, Washington.

H. M. Kenyon opened a billiard and pool room at Mabton, on February 5th.

F. E. Sherman of Seattle has recently purchased the saloon of T. Mallette at North Yakima, and will refurnish and refit it throughout. He will run the saloon.

T. Tessier opens a new billiard hall in North Yakima, Washington, this month.

J. Sawyer of Issaquah, Washington, was in Seattle recently purchasing a new bar outfit.

J. W. Elliott opened a new billiard and pool hall at Leavenworth, Washington, February 15th.

Arlington, Washington, boasts of a new billiard hall. Mr. F. H. Vanderhoff is the proprietor.

Migliavacca Wine Company are prospering, and report the sale of their wines as showing a pleasing increase. Their winery is at Napa, California.

California wines are very popular in the Northwest—the demand for them far exceeds that of the imported.

W. S.

Mr. Edmund W. Taylor, of Frankfort, Ky., has been here in the interest of the exhibit bottle in bond whiskies to be made by the National Pure Food Congress at the Louisiana Purchase Exposition. While here, Mr. Taylor was in conference with Col. J. B. Thompson, of Harrodsburg, Ky., Louis Rosenfield and Julius Kessler, of Chicago. Mr. Taylor is very enthusiastic and says that this display at the Exposition will go a long ways to educate the public as to what bottle in bond whiskies are.—*Louisville Bulletin*.

California Wine Association.

THE annual meeting of the California Wine Association was held on Thursday, February 25th. All the old officers were re-elected. The President, Mr. Percy T. Morgan, submitted his annual report, in which he points out that it was only due to the strength of the central organization in the wine trade that a break in prices of wine was prevented following two very heavy yields of wine. Discussing the reduction of the prices of dry-wine grapes last season, he attributes it principally to the sacrifice which some of the independent wine-makers were forced to make of their product, and in this connection points out the interesting fact that interest on investment, taxes, insurance and evaporation exceed all other expenses in conducting the wine business. The financial operations of the California Wine Association are reviewed by President Morgan for the benefit of the stockholders, and in this connection the statement is made that while the corporation's operations were the largest in its history, its gallonage profits were the smallest, having been only 2 cents on each gallon of wine handled. The net profits of the business of 1903 were, however, of the average of the last three years.

The financial statement as presented by Secretary W. Hanson was as follows:

ASSETS.	
Inventory of wines, etc.....	\$3,004,467 22
Bills and accounts receivable.....	1,294,386 73
Stock in other companies.....	2,171,547 12
Real estate, plant, machinery, etc.....	1,725,328 37
Tax and insurance accounts	25,242 06
Cash in banks.....	95,366 25
Total	\$8,316,337 75
LIABILITIES.	
Capital stock	\$4,354,200 00
Surplus	692,509 92
Contingent reserve	125,000 00
Lease reserve	50,000 00
Bills payable	2,669,093 66
Outstanding grape and wine accounts, not due or discountable	419,189 18
Sundry accounts	6,344 99
Total	\$8,316,337 75

Dr. Bouvier's Buchu Gin Co.

The above Company, with main offices and warerooms at Louisville, Ky., are making phenomenal progress in extending the area of distribution of their increasingly popular remedy, which effectually stimulates and tones the system, and is at the same time pleasant to take and invigorates all the organs of the body, says *Midas*. Bouvier's Buchu Gin is recommended by physicians all over the country and has a host of testimonials, voluntary and unsolicited, from those who have been benefitted by its use. It is a remedy for all diseases of the urinary organs. No remedy introduced in recent years has a wider range of usefulness.

The great medicinal virtues of buchu have long been known, and for centuries gin has been esteemed as the sovereign remedy for all diseases of the bladder, kidneys and urethra.

A combination of these remedies will at once address itself to the intelligence of all. The special feature of excellence of Dr. Bouvier's Buchu Gin consists in the purity of the old Holland Gin that is used and the specially prepared buchu.

Dr. Bouvier's Buchu Gin is, therefore, made of the most select and purest materials, and by a process that was devised by the originator of the formula.

Not only can the gin be used as a tonic but it makes a most delightful beverage and can be used as an ingredient of all mixed drinks where gin is used. To all who use gin as beverage, it is recommended as being most agreeable as well as beneficial.

The analysis by E. R. Constantine, Ph. G., Louisville, shows that each 1,000 parts contains 9 parts buchu, 41 saccharine matter and 950 pure gin, and that each ounce contains 4 grams of buchu. The Pacific Coast agents are the Grunauer Commission Co., 116 California street, this city.

In the United States the annual consumption of alcohol per capita is 1.37 gallons, while in France the annual consumption is 4.81 gallons.

France heads the list as the largest consumer of alcoholic liquors among nations. Following, in the scale, are Switzerland, Belgium, Italy, Denmark, Germany, England, Austria and Holland. Below the United States come Norway, Finland and Canada.

HELLMANN BROS. & Co.

AGENTS FOR THE PACIFIC COAST FOR
AYALA CHAMPAGNE



12 Front Street

San Francisco

PHONE MAIN 414

SIMON LEVY & CO.

IMPORTERS

Hills &
Underwood
LONDON

Old Tom
and
Sloe Gin

Dry Gin

Orange
Bitters



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ABRICOTINE,
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BRANDY,
CHERRY BRANDY,
CURACAO,
MARASCHINO,
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CREME de
MENTHE,
CREME de CACAO,
CREME de ROSE,
CREME de
VANILLE.

MANUFACTURERS AND
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Syrups, Cordials, Bitters, Essences, Etc.

211 BATTERY STREET

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E. A. KOLB CO., Inc.

TOM PARKER

CANTEEN

AND

419 Bourbon
and Rye

Whiskies



TRADE MARK.

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FOR

Litthauer &

Caroni

Bitters

California Wines and Brandies

Office and Vaults:

417-419 Montgomery Street

San Francisco, Cal.

TELEPHONE MAIN 5096

ALONG THE LINE

California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

JESSE E. MARKS
President

Royal Stag Enlarged Premises.

AHRENS, PEIN & BULLWINKEL, on Post street, have been so prosperous in business that they have found it necessary to double the accommodation at their disposal. Within the last two weeks they have taken the adjoining premises recently built by Mr. J. D. Bullwinkel, a member of the firm. They now occupy from 616 to 620 Post street, and the frontage of their premises, which was formerly 40 feet, is now 80 feet. The Royal Stag—the retail department of the business—is under the supervision of Dick Weber and Henry Reysen, the well-known mixologists. Brisk business is reported by H. Rover and George H. Pein, the city salesmen for the Royal Stag Whiskey.

Telephone Bush 834

J. R. LAFONTAINE

Job Printing of Every Description

535 CALIFORNIA STREET

Corner Montgomery

SAN FRANCISCO

—IN GLASS ONLY— OLD FORESTER WHISKY

VERY RIPE ♦ ♦ ♦ ♦
ABSOLUTELY PURE
HIGH IN QUALITY AND IN PRICE

Brown-Forman Co., Distillers - Louisville, Ky.

Distributers for Pacific Coast

CHAPMAN & WILBERFORCE, 123 California St., San Francisco

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody
Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH

The **YELLOWSTONE SALOON**
MERCHANTS' LUNCH

22 MONTGOMERY STREET

San Francisco, Cal.

Telephone MAIN 1447

Hotel Montrio

Russian River Station

**Sportsmen's
Ideal Resort**

*Black Bass Fishing
Deer Hunting*



*Fine Cuisine
Bathing, Boating*

CHAS. F. CARR, Proprietor

GUS MASSEY

HENRY DUNLAP

OPEN ALL NIGHT

MASSEY'S

201 Powell Street, S. F.

MASSEY'S SPECIAL RYE AND BOURBON

Safe Deposit Boxes for Accommodation of Patrons.

T. M. FERGUSON

719 MARKET STREET
SAN FRANCISCO

TELEPHONE MAIN 1030

... WHOLESALE and RETAIL ...

HEADQUARTERS FOR **OLD CROW WHISKEY** IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

WINES, BRANDIES AND WHISKIES

Branch, 141 Montgomery Street

Telephone MAIN 1891

SAN FRANCISCO, CAL.



Drink
VERONICA

WATER

The Best Remedy on Earth for Rheumatism and
Constipation, Stomach, Liver and Kidney Troubles

For Sale Everywhere

✻ All Liquor Dealers Sell it by the Glass ✻

Headquarters, 406 Turk Street, San Francisco

W. E. PATE, Manager

ALONG THE LINE

Bogus Marquette Salesman.

UNION HOTEL, CHICO, Cal., February 10, 1904.

Agency Marquette Whiskey, 400-402 Battery street, San Francisco:

GENTS:—Your favor of 6th inst., concerning G. Edwards, received. Would advise you to notify all your representatives, agents and the proper authorities in the larger cities and towns wherein you are doing business, to this effect: That a party styling himself G. Edwards, and claiming to be the authorized agent and traveling salesman for the Marquette Whiskey Company, is traversing the country, obtaining money, hotel accommodations and most anything he can carry, using the above representation with marked success and magnified gall.

Now he got me for ten, therefore he is entitled to congratulations and due respect.

In order that Sherlock Holmes may get a line on the "taking" gentleman, I cheerfully submit the following description without music or without a chance to get the ten. He's tall, dark, weight about 180 pounds, quiet disposition, eyebrows meet, dark eyes, and might add that his eyes are very large and have a clear and honorable expression, and that's as far as it goes. He is troubled with some kind of itch and is drinking California Syrup of Figs as a remedy for same. Dresses well and has the front of a whiskey drummer.

Let's hear from you. Yours,

JACK ADLER, Proprietor.

He also has very large and wide mouth. If you wish I will make inquiries, and try and ascertain if he has called on any of the liquor houses here.

Sake, the favorite alcoholic beverage of the Japanese, is distilled from rice and resembles whiskey in taste. There are about 18,000 sake distillers in Japan, and these produce between them nearly 150,000,000 gallons annually.

The E. G. Lyons & Raas Co.

549-551
Mission Street

San Francisco,
Cal.

(ESTABLISHED 1852)

DISTILLERS
OF . . .

HIGH GRADE CORDIALS

ESTABLISHED 1852

ESTABLISHED 1852



PURE FRUIT BRANDIES PURE FRUIT SYRUPS

Pine Apple in Maraschino

Cherries in Maraschino

OUR SPECIALTIES



PURE FRUIT BRANDIES

Raspberry
Strawberry
Pine Apple
Apple
Peach, Pear
Apricot
Cherry
Blackberry

PURE FRUIT CORDIALS

Raspberry
Strawberry
Apricot
Peach
Pear
Blackberry
Cherry
Pine Apple

CREMES

Vanilla
Rose
Violet
Moka
Cocoa
MENTHE
Noyaux

PURE FRUIT SYRUPS

Raspberry
Strawberry
Pine Apple
Orange
Lemon
GRENADINE
Orgeat
Blackberry

CURACAO

Orange Bitters
Maraschino
Pousse Cafe
Anisette
Cassis
Kirsch
Bernardine

Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

All the Leading
Brands of Case
Goods X X
Ten cents straight

MITCHELL'S

Wholesale and Retail Dealer
in the Finest Brands of . . .

Wines and Liquors

1 Taylor Street and
2 Golden Gate Avenue
SAN FRANCISCO, CAL

JOHN L. HERGET



ON THE DOWN-TOWN LINE.

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WINE & LIQUOR
SOLE AGENTS FOR
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Swedish Punch—Axel Bagge & Co., Göteborg, Sweden, Mfrs.
Swedish Rent Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.

NABER, ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

Along The Line

Prosperous Napa.

Mr. Andy J. Harrington, the popular proprietor of the Plaza Exchange, Napa, writes the REVIEW:

"My house, the Plaza Exchange, is situated at the south-east corner of Second and Brown streets, immediately opposite the Court-House, and facing diagonally, the two largest department stores in Napa. To illustrate how good business is in Napa, it is only necessary for me to say that I have recently found it necessary to order Cyrus Noble from the Crown Distilleries Company by the car load instead of by the barrel and case, as of old. Everybody else is also feeling the benefit of the prosperity that has set in. All the saloons are doing well. Although there are more places of refreshment in Napa, in proportion to the population, than in any other city in the State, there is less drunkenness here than anywhere else. Probably, it is owing to the superior class brands of goods we handle, or the liquor men's good judgment in handling them.

"Napa has a higher class lot of saloons and saloon men than any town in the State its size. As showing the progressiveness of Napa it is worthy of note that the town recently elected to issue \$35,000 worth of bonds for the securing of a 12-acre playground and park, a steam fire engine, and the building of bridges. An electric road, from Vallejo, through Napa, to St. Helena, is now in course of construction. This will place us in rapid touch with two prosperous towns. Also, there is to be a steam railroad between Napa and Tiburon, which will convey passengers to and from San Francisco in the same time it now takes to make the journey one way. A large theater, stores and hotel are being built on First and Coombs streets. Capital is, in fact, flowing in fast, and only to-day an old race track which has been in disuse for some years changed hands and is to be improved by outside parties.

"The PACIFIC WINE AND SPIRIT REVIEW is eagerly sought from my center table, and is greatly appreciated here."

The well-known branch store of Hansen & Elrick, on Montgomery street, where members of the downtown district have been pleased to trade for some time past, has been moved to the main establishment on the corner of Market and Third, occupying now the additional space previously used by Speck & Co. The firm are among the leaders in their line—haberdashery—and they cater to a class of trade that appreciates good goods and courteous treatment. The pleasing feature of the house is that the very latest in point of prevailing styles is constantly kept on hand.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



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ALONG THE LINE

Buttermilk Is the Stomach Saver.

"BUTTERMILK is the stuff," said Colonel Ed. Wagner of The Press, at 15 Third street. "A little buttermilk 'on the side' when you take a drink of wet goods will save the stomach and liver; and many of the imbibers who have the reputation of being able to 'put you under the table,' give it out on the quiet that they are able to take forty or fifty drinks without feeling any bad effects if they 'side it' with buttermilk. I guess there is no question but that the milk is a complete remedy for any evil effects from alcohol, and the calls for a little milk are growing more numerous every day.

"There is no danger of hob-nailed liver to any whiskey drinker who uses buttermilk, and this assertion is borne out by the fact that buttermilk is used largely by many of our best physicians in their practice. I know an excellent physician who stopped all drinks on a patient with jaundice, except buttermilk. As a stomach protector, it has no equal. It appears to have the power of getting between the whiskey and the lining of the stomach. At first the buttermilk side issue was simply a fad with some of the rounders, but now that its value is known, every first-class bar has found it necessary to keep a good supply of fresh buttermilk on hand. A few Southern men patronize this bar, and eight or ten call for buttermilk; but if a fellow wants to go out for a night of it, and wants the pleasure of knowing that he has put all his running mates under the table, the best thing for him to do is to drink about half a pint of olive oil just before he takes his first drink.

"Great Auk's Head."

We are glad to learn from Messrs. W. A. Ross & Brother, sole agents for Great Auk's Head brand of Bass's Ale and Guinness's Stout, that in spite of the enormous increase in the sale of "Great Auk's Head" during 1902, the sales in 1903 showed a further advance and were larger

even than the importers dared to anticipate early in the season.

Not only is the demand for "Great Auk's Head" Ale and Stout growing in the United States, but in the Philippine Islands, India, West Indies, Honolulu, Canada and on board the principal ocean steamers, the "Great Auk's Head" is a well-known name, and is the synonym for all that can be desired in quality and condition.

This great and rapid growth is due entirely to the maintained excellence of the "Great Auk's Head" bottling.—*Criterion.*

Spirited Defense of Alcohol.

SOME refreshingly outspoken statements in defense of the use of alcohol were made by Dr. Woods Hutchison, Secretary of the Oregon State Board of Health, while addressing the State Conference of Charities and Corrections at Portland the other day. According to the dispatches, Dr. Hutchison poured the following whiff of grape shot into the intolerant total abstinence party:

"Two elements are necessary in race progress—one the survival of the fittest, the other the elimination of the unfit. The influence of alcohol on the race is both ancient and profound. Two things stand out clearly about it, one that it is absolutely universal in every age of the world and in every stage of civilization; the other is that races pass through certain definite stages of reaction to it.

"First, one is of free reaction and the prevalence of drunkenness. After a time an equilibrium is obtained and the race becomes relatively sober. The nations of southern Europe—the Greeks, the Spaniards and the Italians, for example—through continued consumption of alcohol, have gradually attained a level of comparative sobriety. To-day those races which are in the van of progress and are the dominant factors in the world's work—the American, the English, including the Irish and the Scotch, and the North German—are those in whom drunkenness is most rampant.

"Those races which are contributing little to the advance—the modern Greeks, the South Italians and the Spaniards—are practically sober, while those which are absolutely stagnant—the Arabs, the Hindoos and the Chinese—are entirely so. Alcoholism is an index of racial instability and its chief action is that of eliminator of the unfit."

Most of the theories advanced by Dr. Hutchison met with the emphatic disapproval of his hearers."

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FREDERICK L. SKAGGS, Proprietor

ALONG THE LINE

A DECISION has been filed by the Supreme Court of California in the case of the People vs. T. D. Connors, in which the lower court fined Connors \$10, and from which sentence Connors appealed. Connors, who is a bartender in the Zoo Saloon, sold drinks to two women in the restaurant attached to the saloon, but run under a separate lease. The saloon is separated from the lunch room only by a thin partition, and a swinging door in this partition gives access to the restaurant from the bar or to the bar from the lunch room. There are two other entrances to the restaurant. The women were seated in the lunch room in a private box and called for drinks, which were ordered by the waiter and were brought from the bar by Connors, the bartender. Connors was arrested and was convicted.

The court says, in its written opinion, that Connors, seems to have been tried for selling liquor to women, but that this was not the charge. The charge was the violation of the ordinance against permitting women to enter saloons. The court then says that it does not appear that the defendant violated the law in any way. "He is not answerable for the conduct of one over whom he has no control," says the decision, "or for the conduct of a business not under his charge or control."

A Drinking Song.

When the shrill wind blows and the backlog glows
Here in the corner just look for me!
With a pipe and a bowl, do you suppose
I care what the weather outside may be?
It's sunshine ever, where good fellows meet,
With a song and a cheer each one we greet,
And the time goes by on flying feet,
With a pipe and a bowl for three,

GOOD LUCK!

With a pipe and a bowl for three!

Oh, the songs we sing and the tales we spring
As close to the fire we draw,
While the laugh goes round till the rafters ring—
Who cares if the wind is raw?
With my glass and yours a-kiss, old friend,
We pledge our faith to the bitter end,
As long as the Fates will kindly send
A pipe and a bowl for three,

HERE'S HOW!

A pipe and a bowl for three!

Then drink, my boy, to the world without
And drink to the world within!
Dull care and sorrow we will rout
For a long face is a sin!

—Apple Jack in Criterion.

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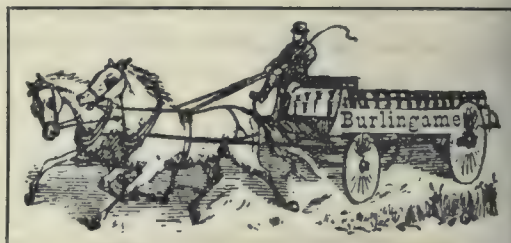
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SAN FRANCISCO.

ALONG THE LINE

The Label Scheme Fails.

"STALE, flat and unprofitable" must be the verdict in their inner consciousness of the concoctors of the label scheme, whereby the wholesale liquor dealers of this country were to be made the modern Gibeonites, hewers of wood and drawers of water to the National Retail Liquor Dealers' Association. The whole affair has proved a magnificent mirage, a castle in Spain, for the leaders of the scheme, who with all their shrewdness reckoned without their host. The scheme was perfect in every detail. It cunningly commenced with a trifling charge for labels, thinking that the wholesale liquor dealers would not resist such a comparatively small exaction, and the principle thus acknowledged, the word was quietly passed around that prices could afterward be raised and the screws tightened. Like all schemes in which cunning is at the base, it had a fatal loophole, and that was its unamericanism, in that the consent of the governed—or rather of those sought to be governed—was omitted. Hence like a house of cards, the whole structure "like the baseless fabric of a vision has left not a rack behind."

The best evidence of its failure is that its promoters have not dared to publish the names of the wholesale dealers who have bowed the pregnant hinges of the knee to this new form of tyranny. *Bonfort's Circular* claims to have made diligent inquiry and can find but three minor firms.

It is not unlikely, in fact it may be expected, that a few houses for what they deem personal advantage, may purchase some labels, using it as a leverage for new business. But the response of a dozen such firms of all the dealers in the United States will not pay for the ink on the labels and still less pay any salaries to the promoters. The threat of boycott on wholesale dealers did not work. The tables were turned. The wholesalers boycotted the labels.

We challenge the friends of the label scheme to publish the names of wholesalers who have accepted their dictum.—*Midas*.

The Unholy Refiller.

ONE of the most iniquitous practices in the retail liquor trade is that of refilling of bottles that have contained the most popular brands and are therefore most profitable to handle. The evil is twofold, in that it deprives the makers of those honest and reputable goods of sales, and worse than that, by the offering of inferior substitutes to the public it seriously affects the good name of the brands so substituted.

While all brands suffer alike from this nefarious practice, fine imported goods are most frequently selected for imitation, and so extensively does the practice prevail that a concerted movement of New York importers should be inaugurated to stamp it out mercilessly.

Such a substitution is more insidious in its nature than direct imitation, which can be more easily detected and prosecuted.

It is moral forgery and should be dealt with as such.

The aid of the reputable retailers should be invoked in this crusade, as by this practice they are subjected to unfair competition, and good name of the whole fraternity is involved.

Those guilty of this offense should, like ordinary forgers, be placed behind the bars of the penitentiary instead of behind the bars of their saloons.—*Midas*.



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

WM. T. WENZELL,
Analytical Chemist.

JOHN MULHERN,

General Agent,

124 MARKET ST., SAN FRANCISCO, CAL.

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VINEYARDS:
LIVERMORE, Alameda County
NAPA, Napa County
ST. HELENA, Napa County



"Foxy Grandpa" Cannon.

EUGENE D. CANNON, more familiarly known as "Foxy Grandpa," is one of the best-known whiskey salesmen in the central part of the United States. He has spent the last quarter of a century on the road, and for the past sixteen years has represented the Graham Distilling Company of Rockford, Ill.

"Foxy" is said to know the whiskey business so well that he can tell what kind of whiskey a man drinks merely by looking him in the eyes. Of course, this is an exaggerated statement, but so good is "Foxy" that when he clambers out of the smoking car on arriving at a railway station, he can tilt his nose into the air and tell whether there is any Graham goods in the place, and if there is, he sells some more, and if there is none, he immediately gets around among the trade and sells a few barrels just to show the natives what they "have been missing," he says.

"Foxy Grandpa" Cannon is a typical drummer. He is so good a man to have around that he was allotted no regular territory. He was ever faithful to his employers and would often take a trip that would last for months. On the other hand, if he imagined he was using too much expense money and not getting the orders he should have, he would hike straight for Beloit, Wis., and stay there until he thought trade was better. Just at present, Mr. Cannon is wintering on his farm, in Rock County, Wis., having awarded himself a vacation last November, and he will not take to the road again until the winter is over.

"All whiskey is right good," said Foxy, "but some is better than others. I am getting along in years and consequently want to represent the best stock made, as it is less labor to sell the best stock than it is to try to sell poor stuff. I don't drink any whiskey myself, but I can tell good from bad as far as I can see it.

"It is always well to have a little good red-eye on hand or in your—the south pocket of your pants. Just to show the thoughtfulness of some, I'll tell you a story:

"It was in '59 that an ox team started from this place for the Far West, under the direction of Captain Tom Cutts. The story goes that he instructed his steward to provide the provisions for the trip; principal among them were two barrels of bread and four barrels of whiskey. When the captain sized up the situation he remonstrated, and said:

"Why did you buy two barrels of bread and four barrels of whiskey? Did you not know that bread was the staff of life?"

"Yes, yes, my dear captain, but whiskey is life itself."

"That is one extreme and the other. I believe there are people who would not take whiskey even for a rattlesnake bite, when it is the only known panacea. They would sooner flirt with spirits of ammonia or some such alleged remedy other than whisky.

"There is still another item that puzzles a great many people. What causes whiskey to increase in proof? By experimenting I have discovered that wood has a greater attraction for water than it has for spirits and will absorb the water in the whiskey more rapidly than the alcohol property. However, I think it is also possible for some redevelopment to take place in the way of decomposition that might increase the proof to some extent."



P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

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Harry Adler

—THE DAVY CROCKETT—

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PHONE PAGE 1527

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SAN FRANCISCO
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BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS

Coast News and Traffic.

Douglas, Ariz.—W. H. Reno of the Centennial Brewing Company of Butte, Mont., has secured a location here for a new brewery.

Santa Cruz.—The City Council has adopted an ordinance restricting the number of saloons to 37, and raising the annual license from \$260 to \$300.

Vallejo.—P. Siebe, Wm. Pierce and T. T. C. Gregory have appraised the estate of A. I. Sweetser, consisting of

498 shares of the stock of the Cordelia Wine Co., at \$29,735.12. There are more than \$10,000 debts owing by the estate, and J. J. McDonald, administrator of the estate, has been ordered to sell the property.

The Pure Food Bill.

OUR New York correspondence in this issue includes a very interesting and complete digest of the Hepburn Pure Food Bill, which has been passed by the House of Representatives. The measure, which appears to be somewhat contradictory in some of its provisions, has given rise to a great deal of discussion.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND
WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

Sherley Moore of Louisville, Ky., a prominent stockholder in the Jesse Moore-Hunt Co., is here on a pleasure trip. He will spend a month or two in California.

A. L. Dowler, manager of the Pacific Coast branch of Clarke Bros. of Peoria, Ill., is away for a month on a business tour of Oregon and Washington.

Incorporated.—Fresno Brewing Co.; capital stock \$200,000; shares \$100 each, subscribed \$500, W. J., Delia and Louis Eilert, Fred and Mary E. Huntsicker, 1 share each; place of business, Fresno.

Incorporated.—California Brew Co.; capital stock \$200,000; shares \$100 each; subscribed \$500, by Edwi Schwab, W. C. Webb, W. S. Downing, Samuel Simme and A. F. Morrison, 1 share each; place of business, San Francisco.

Douglas, Ariz.—J. M. Sparks of Sparks Bros., contractors of Douglas, has the contract for erecting the new brewery building for the Montana company, and work hauling material for the concrete foundations began today. Buildings complete will cost about \$12,000, and will be pushed with all possible speed.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

J. F. PLUMEL

31 Eddy Street

Formerly 18 Stockton Street



Telephone South 755

IMPORTER OF

BORDEAUX WINES
FINE BRANDIES
AND OLIVE OIL

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San Francisco, Cal.

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JOHN LUTGEN

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WICHMAN, LUTGEN & CO.

Importers and Wholesale Dealers in

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Gilt Edge Whiskies

318, 320, 322 Clay St.

San Francisco, Cal.

TELEPHONE, MAIN 5588

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PLAZA EXCHANGE

Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

Napa, Cal.



Maloney's
Cafe

661 CLAY ST.



IMPORTED
WINES AND
LIQUORS

Loveland Rye, 46 Years Old

ROSSI & CORDANO

Foreign and Domestic

Wines, Liquors and Cigars

DEPOT OF

Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotaling's O. P. S. Old Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A. V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet Branca, Italian Vermuth, French Vermuth

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205 Washington St., Del. Front and Davis, San Francisco

Telephone Drumm 45

PH. DE MARTINI

El Dorado



Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.

SAN FRANCISCO

Grocers' Pure Food Exposition.

THE SAN FRANCISCO retail grocers announce that their inaugural Pure Food and Industrial Exposition will be held in the Mechanics' Pavilion from April 30th to May 15th, 1904, inclusive. The objects of the exposition are worthy of every support. They are, in the words of the circular which has been issued by the management, "to present to the public the practical features and demonstrations of general food products, their advantages, particular benefits, methods of preparation, and necessities under ordinary and specific conditions." The exposition should appeal with particular emphasis to house-holders, as they are the people most vitally interested in the matter of pure foods. The success of the exhibition seems to be assured. It is important to note in connection with the venture that the Annual National Convention of the Retail Grocers' Association of the United States will be held in this city in the first week in May, during which period special features will be inaugurated at the exposition. Transcontinental railroads have made particularly low rates for this occasion, and have, in consequence, already booked several thousands of visitors.

Marquette Rye has another promoter in the person of Thomas W. Costello, who has been detailed for duty in the city proper. Mr. Costello is one of the best known young men along the line, and has the good fortune to be possessed of many friends. With his popularity, and the merits of Marquette, he should be able to make an excellent record as a salesman.

Louis Fontanel is making rapid progress in remodelling his proposed new quarters at the northwest corner of Commercial and Montgomery streets. When completed his saloon, which will be known as the Cosmos Cafe, will be one of the finest in the city. Among the improvements to the building will be a new front, with an up-to-date cigar store and exceptionally handsome art glass in the windows. The intention of Mr. Fontanel is to not only equip one of the swellest saloons in the city, but to set forth a 25 cent merchants' luncheon that will have no superior in San Francisco. Under these conditions, he should be assured of success.

Mr. Sherley Moore, of Kentucky, son of the original founder of the firm of Jesse Moore-Hunt Co., has been in San Francisco for a week and a half, and will remain about another fortnight. Mr. Moore is one of the large shareholders in the firm, and is here on business connected with the house. He makes a trip to the Pacific Coast annually.

Messrs. Hotaling & Co., wholesale liquor dealers, report that business for February was fairly brisk. This firm does not appear to have experienced the dullness of which most of the local houses find reason to complain. Mr. Kirkpatrick says the travelers' letters indicate that a very fine season is in prospect.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne

At the Palace of King Edward VII
and of H. R. H. the Prince of Wales



Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

429-431 Battery Street, - - San Francisco
Phone Main 1507

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All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service. American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

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NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

CHAS. NEWMAN Co., Props.



Ratto's Café and Italian Restaurant

621 Washington St.

San Francisco

SERVICE A LA CARTE

Italian Dinners 50c, 75c and \$1

FIRST CLASS

Phone Black 1543



Emil Bonini



G. Baylo

**MARTIN'S
RESTAURANT
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**RAVIOLI
AND
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DAILY**

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PHONE BLACK 1542

JOE POLLEDRO

COPPE'S

Restaurant and Grill

First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME
A Specialty

Italian and French
Cuisine

619 Montgomery St., San Francisco

POLLEDRO & CROCE, Proprietors

"THE MINT"

605 COMMERCIAL STREET, SAN FRANCISCO

SAN FRANCISCO'S OLDEST AND MOST UNIQUE
RESTAURANT

WELL KNOWN TO ALL RON VIVANTS. BEST LUNCH IN THE
CITY FOR BUSINESS MEN. "THE MINT" DINNER HAS NO
RIVAL. HAVE YOU TRIED "THE MINT COCKTAIL," THE
NEW YORK CRAZE? STOP AT "THE MINT" ON YOUR WAY
HOME AND TRY ONE.

R. RIEGO,

MANAGER

TELEPHONE MAIN 786



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

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HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 961 SAN FRANCISCO

Straight Goods a Specialty

Extra Pale Lager and
Sharp Cool Steam Beer on Draught

A FINE LUNCH
SERVED

KISTENMACHER BROS., Props.

ALONG THE LINE

Fred Brett, of 310 Montgomery street, finds trade encouraging. The outlook for business for this old and popular bar is exceptionally good. Within a few weeks Louis Fontenal, who has for years been a lively competitor three doors away, will remove to Montgomery and Commercial streets, to make way for the Chamber of Commerce building. Naturally, Mr. Brett will profit by the business which will be left by Mr. Fontenal. Brett's place henceforth should be one of the best on the street from a business standpoint.

Tom Ferguson, as was announced in the previous issue, is to be forced out of his Montgomery street quarters by a cold blooded landlord. However, this does not mean that Mr. Ferguson intends to discontinue his branch business. He announces that he will, upon removal from the present quarters, be located at 534 California street, which is a few doors below Kearny. The place seems to be well located, and we are satisfied that Mr. Ferguson will secure his share of the business in that section of the city.

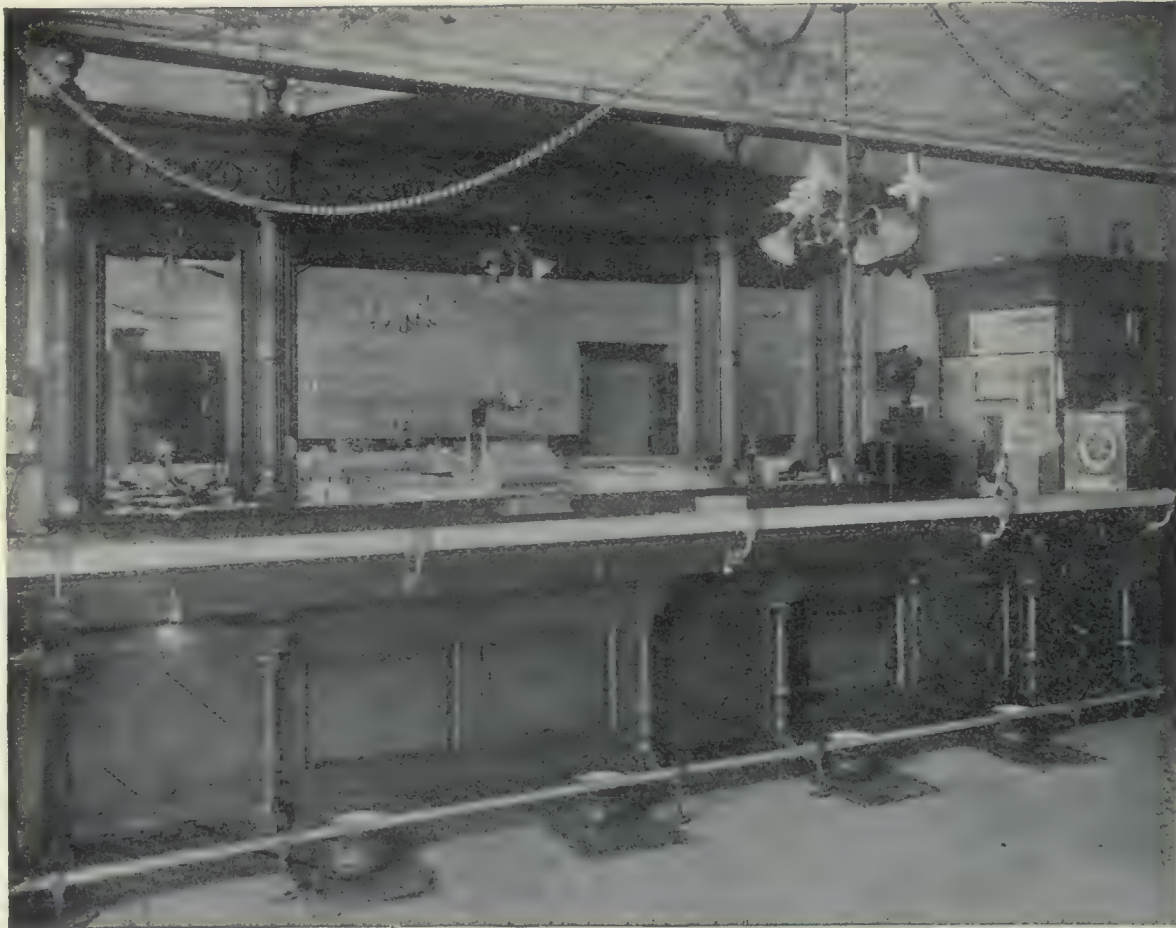
Duncan Nicol, of the Bank Exchange, Montgomery and Washington streets, finds business very gratifying, even in these stormy February days. This famous old corner seems to have a perennial hold upon gilt edged trade. It makes no pretensions to up-to-date fads, but proceeds on the old lines, continuing to set forth as fine mixed and straight beverages as can be found anywhere in the land. Herein is found the secret of Mr. Nicol's success.

Manager Dibble of the Lacey, 624 Market street, reports business very satisfactory. The swell 25 cent mid-day merchants' lunch which he inaugurated has proved a great success, and has added largely to the patronage of the house. The bill of fare is more than could be expected, and this, taken with the high class of liquors carried by the house, accounts for the popularity thereof.

Matt Grimm, on Liedesdorff street, opposite Halleck, has made some extensive improvements to his place. The front of the building has been painted in an attractive manner, and the walls and ceilings of the interior most artistically frescoed. In fact, there has been a general refurbishing, and the place is now not only one of the handsomest in the city, but enjoys one of the finest trades among the best.

OSCAR FINCKE

SUCCESSOR TO BADER & FINCKE



Manufacturer of

**B A R
STORE
OFFICE**

Fixtures

SHOW ROOMS

437 FIFTH STREET

S. E. CORNER

**5th and Bryant
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SAN FRANCISCO, CAL.

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J. C. WARREN

TUTTICH & WARREN BAR

77 Fourth Street

San Francisco

MARKET CAFÉ

"COFFEE ROYAL"
A Mighty Bracer



HOT LUNCHEON
At 8 a. m. Daily

GOUAILHARDOU & RONDEL

Proprietors

530 Merchant Street

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MERCANTILE LUNCH FROM 11 A. M. TO 2 P. M.

Dollmann's Cafe

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Wines and Liquors

328 PINE STREET

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COPPA'S

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First-Class Dinners and
Lunches a la Carte.
Italian and French Cuisine.
Private Rooms.

622 Montgomery St.

Corner Merchant

SAN FRANCISCO, CAL.

COPPA & PIANTANIDA, Props.

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537 Clay Street

Below Montgomery

✱ Grill Room ✱

Private Rooms
for Ladies

San Francisco, Cal.



EL REY

THE KING OF

WHISKIES & BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



ALONG THE LINE

Messrs. Twomey and Miholovich, of the Yellowstone, at 22 Montgomery street, find business exceptionally good. They have a class of trade that appears to be as steady as the proverbial eight-day clock, and their patronage seems to increase. In other words, a dull season at the Yellowstone is unknown. It is the old story of good goods and good treatment.

John Herget, of Taylor street and Golden Gate avenue, spent a fortnight during the month at Byron Springs. He reports that his rheumatics are a thing of the past. His saloon at the above location will be one of the finest in the city as soon as the contemplated alterations are completed. The wholesale department still continues to grow in popularity.

P. W. Wobber, of the "Chronicle" bar, reports business excellent, as usual. The "Chronicle" bar is one of the institutions of the city that is exceptional in its way. The peculiarity of the place is that it knows no quiet times—in other words, business is always good. If anybody should doubt this statement, let him call on Mr. Wobber. One glance at his handsome contented countenance will convince anybody that the world is treating him right.

Mr. A. Dollmann, of Dollmann's Cafe, 328 Pine street, has made quite a success of the merchants' mid-day twenty-five cent luncheon which he recently inaugurated. An excellent table is kept, and the service is as good as can be found anywhere. The innovation has drawn a large increase of patronage to the house. The bar at Dollmann's Cafe contains everything that is high class in the way of liquors.

The painters and decorators have for a month been working at the place of Mr. Rome Harris, opposite the Occidental, on Montgomery street, and the result is one of the cleanest and brightest looking bars and cafes in San Francisco. The finish of the wood work is in polished white, and the effect, combined with the many mirrors and the back bar decorations, makes a place of which Mr. Harris may well be proud. He reports that business is excellent, and expects it to improve largely, as there will be one less competitor in his block from now on.

Around at "The Scotchman's" on Sacramento street, business is better than ever. However, the movement of trade does not prevent the festive bagpipe from being heard in seasonable hours. Messrs. Tevendale and Lindsay are the champion pipers of the State, and their place naturally attracts all those who are skilled in this difficult art. The Kilties, with all their professionalism, will have to travel far to show either one of these pipers much about the game.

The rapid growth of business has forced Bob Kern, of the Bouquet Bar, opposite the Palace Hotel, in Market street, to further extend his bar space. He has increased the mahogany to a length of 36 feet, which enables him to employ one more barkeeper. He has also equipped the bar with a brass rail specially braced, which is not only artistic but highly serviceable. There is only one other in the State, and that is in his former place, The Wellington, Los Angeles. Among other improvements Mr. Kern has fitted up a luncheon room, opening into the bar, the walls of which are outfitted with case goods in lockers.

Ratto's popular Italian and French restaurant, which was located on Merchant street, below Montgomery, has been removed to 621 Washington street, above Montgomery. The change of location is due to business requirements, and Mr. Ratto is now in a position to give even better service than ever before. The main dining room is very attractive, while on the upper floor are located large and small private dining rooms which enable the house to accommodate the most exacting trade. As usual, the cuisine is all that could be desired.

Cold Weather Retards Business.

CALIFORNIA wine producers who have business in the Eastern States are complaining that the extreme cold which has characterized the past three months east of the Rockies has very seriously interfered with trade. Mr. Frohman, of the California Wine Association, states that business has been held back to a greater extent this season by the cold than for many years past. "It has been impossible to ship in many instances," he says. "Some of the canal routes are closed, and many of the houses have been afraid to order goods because they fear the wine will freeze. Even in New York City there has been difficulty in delivering goods. On account of the extreme cold the heads of many houses are away, and altogether business has been very slack. But, of course, the trade has not been lost. It has simply been postponed. March and April are bound to be very heavy months. The travelers are out now, and report that trade prospects are excellent."

BARRETT CO.,

43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL.

Alameda County at the Fair.

A CONSIDERABLE proportion of the wine and other exhibits secured by the Alameda County Committee for the exposition at St. Louis, have already been packed and are about to be shipped. The shipment will be accompanied by Commissioner W. H. Weilbye, who will supervise the construction of the building which he has designed to house the exhibit. Later he will be followed by Commissioner Theo Gier, of the well-known Oakland and San Francisco firm of wholesale wine and liquor dealers. Mr. Gier, who is taking a prominent part in the collection and arrangement of the display, particularly of that part of it representative of the wine industry, will afterwards be joined by Commissioner Wilbur Walker, and when the various exhibits have been set in position here will always be two Commissioners on the ground to look out for the interests of Alameda County.

The Commissioners are now getting out literature descriptive of the climate and resources of Alameda County, which will be distributed during the Fair.

Santa Barbara is to have another wholesale liquor house. It is to be established by G. B. Parma and others.

NEVADA SULPHUR Co.

GUARANTEED
THE PUREST
AND FINEST
SULPHUR IN
THE WORLD



HORSESHOE
POWDERED
HORSESHOE PEA
CROWN
SUBLIME
NEVADA LUMP

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CERRUTI MERCANTILE CO.

Commission Merchants

And Wholesale Dealers in

Wines, Liquors and Cigars

534-536 WASHINGTON STREET

TELEPHONE JAMES 886

EDWARD CERRUTI, Prop.

San Francisco, Cal



YOU CAN'T
FOOL A GOOD
JUDGE

He Knows That
It's
Rainier
BEER



JOHN RAPP & SON
Agents
Opp. 8th and Townsend Sts
SAN FRANCISCO



TOULOUSE & DELORIEUX,
COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

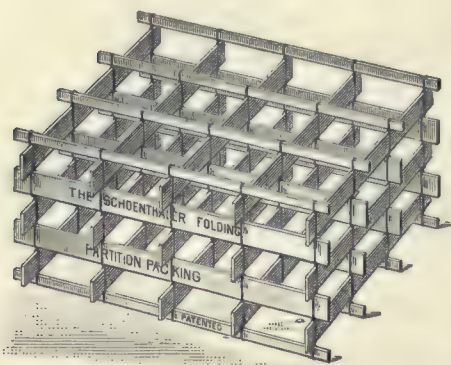
CONTINUOUS WINE PRESS
CRUSHERS AND STEMMERS
MUST PUMPS AND
EVERY REQUISITE FOR THE WINERY



620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

BOTTLE PACKING PARTITIONS



THE VERY BEST FOR

Bottles and Flasks

All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions, or
We Can Supply You Direct.
Write Us.
Samples at Our Expense.

SCHOENTHALER M'F'G. CO. ST. LOUIS, MO.

Italian-Swiss Colony Enterprise.

The Emporium, of this city, has during the month been displaying a pure food exhibit which is not only creditable but quite instructive to the average citizen. The Italian-Swiss Colony, in line with their tireless energy and enterprise, have a display of their famous Tipo Chianti wines, which is attracting a good deal of attention and doing excellent work for the brand. Among the literature being distributed from the exhibit is a card which reads:

"What is Tipo Chianti?"

"Tipo Chianti is the wine which helped to make the Italian-Swiss Colony famous for fine table wines throughout the world!"

"It is light, delicate, delicious, and an aid to digestion!"

"It is recommended by the most prominent physicians everywhere, on account of its purity and fine quality."

"Connoisseurs pronounce it perfection."

"Why don't you try it?"

L. Levy Co. TOURIST OUTFITTERS

Commercial
Travelers



Trunks and
Sample Cases
A Specialty

Trunks, Bags and Suit Cases

134-136 ELLIS STREET

Corner Mason Street

SAN FRANCISCO, CAL.

LASH'S BITTERS

TONIC LAXATIVE

T. H. FRÖLICH

Wines and
Brandies

330
Market Street
SAN FRANCISCO

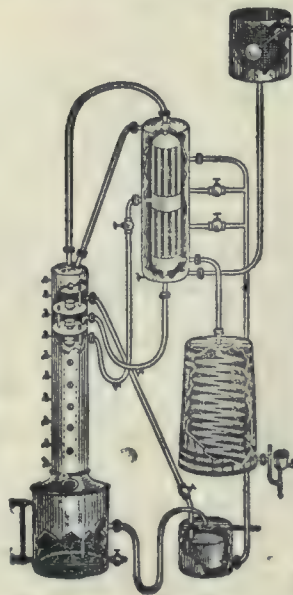
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Domestic and
Import Trade

Pacific Copper Works

565 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my LATEST IMPROVED CONTINUOUS BRANDY STILL. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine-makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application.

Gold and Silver Medals awarded at Mechanics' Fair and Midwinter Exposition

Milwaukee Correspondence

MILWAUKEE, Feb. 20.—Three New York firms, said to control three-fifths of the hop production of the United States, have cornered the product and advanced the price 100 per cent, according to Robert L. Kiewert, Vice-President of the Charles L. Kiewert Company, the largest brewery supply house in the West. The effect of the combine is being seriously felt not only in Milwaukee, where there are a dozen or more large breweries, but by all firms in this country and in England. This announcement has caused a small panic in this brewing center. Mr. Kiewert does not name the concerns which have engineered his corner, but from those who are well posted on the situation, and who have lately been to New York, it is said that S. and F. Uhlman, Pier Brothers and the Lillienhal Companies are interested, if not the real promoters.

Mr. Kiewert says the hops raised on the Pacific Coast, in California, Oregon and Washington are sold for 30 to 44 cents a pound, and the New York hops, which are similar to the imported, and are used almost exclusively for bottle beer, are sold for from 40 to 45 cents a pound. The supply of hops in this country is about equal to the demand, he says, notwithstanding the reports that less land is being cultivated. Instead of the present high prices, he declared the selling prices should be from 18 to 22 cents, and no more. Discussing this important situation, Mr. Kiewert says:

"While the brewers have not thus far raised the price of beer, the time is coming, and that in the very near future, if this corner continues. This seems most probable when it is taken into consideration that the price of malt also is higher by 20 to 25 per cent than last year. It has been reported that the increase in the price of hops has been due to a shortage of the crop, and the increased demands of England. This, however, is not the case, as is proved by the reports from the internal revenue and agricultural departments. These show that the New York crop has been good, and that the amount of land which is being plowed up in California, Oregon and other far Western States, for the growing of the crop, is increasing, instead of decreasing, or even standing still. There are plenty of hops for all the breweries in this country. There should be no scare on this point.

"Unfortunately for the brewers, at least as far as those in Milwaukee and the Middle West are concerned, they have small stocks on hand, and they are obliged to buy from time to time to supply their wants. Only one or two of the large Milwaukee breweries will not be affected immediately, but they, too, will undoubtedly feel the advance in a short time.

"This corner, for such it certainly is, recalls the failure at a similar attempt a year ago. Last year one of the firms tried to corner, and the result was that the price went up from 12 to 30 cents. The firm could not maintain this tremendous advance, and the price came down to 20 cents. The brewers express themselves as believing the same thing will happen this year; that the advance will be too great to last. They will undoubtedly find this will not be the case, because there are now in the hands of the growers, not to exceed 3,000 bales of hops, where a year ago

there were at least 35,000 bales. There is nothing left for the brewers to do but pay the price and look pleasant. They may make an attempt next year to prevent a repetition of this exasperating situation, but they will probably not be successful, as it requires the best experts to buy hops."

The situation in Milwaukee as to the consumption of California wines and brandies, looks more favorable early this year, than it did last year at this time. Stocks are running rather low just now, but buying seems to be rather brisk for this time of year, and trade is opening up satisfactorily.

In the past two weeks the large retail grocery of Ackermann & Co., Ogden avenue, made a run on sweet California wines, selling half a dozen well known brands at 35 cents per bottle. This is not the only store in the city that has cut the life out of the business on the East side, and it is this kind of cutting that is hurting the retailers everywhere. Of course it is to the advantage of the consumers to get 65 cents to \$1 wine for 35 cents, and the rush to Ackermann's as long as the stock lasted, was like women going to a fire sale.

It might be said that this 35-cent retailing of California brands, cannot be laid up to the California shippers, as these goods came from Chicago, it was said, and it was necessary to buy a carload in cases, to get the bottom price. Whether the goods were real California goods or not, made little difference, as the concern probably made a small margin on each bottle, but got the real profit in the groceries that went with the bottle.

Handlers of straight California goods, the best that is made, feel embarrassed that alleged California brands are selling at such a low figure at retail, but they take satisfaction in this; that they will not cut the prices of the fancy stock, no matter whether a retailer wants a nip or a carload. Prices are well sustained, not only in domestic goods but in imported stock—that is, of course, outside of this department store trade.

"I was much pleased to see the well-written article in the January issue of the PACIFIC WINE AND SPIRIT REVIEW about the excellence of Pabst beer," said Arthur E. Muth, who for years has stood close to the heads of the great Milwaukee brewery. Mr. Muth, who was private secretary to Captain Frederick Pabst before the death of that brewer, is continued in the same capacity by Colonel Gustav G. Pabst, now head of the company. "The gentleman who prepared that article was a man of experience, not of prejudice," continued Mr. Muth.

"Things at the brewery are running along just as smoothly as if there had been no change, and we are turning out more and better beer than we ever have before. From years of experiments to make Pabst beer the best in the world, that very thing has been found. Money has been no barrier to find out the best way to make the best beer, and we are now ready to say that after sixty years in the business, that these three-score years have been spent in schooling, and that our lessons are now well learned, and we are, by right of experience, acknowledged by millions, to be the real brewers of the most healthful malt beer.

"The outlook this year is that we will greatly increase our output. We are buying only the highest grade barley which we malt in our Twentieth Century malting establishment, and this gives double the ordinary time for this process. Anyone will tell you that this insures a superior

malt, and we will tell you that it is the best in the world. This malt is used exclusively in all our beers.

"The total output, which exceeds 2,000,000 barrels per annum, is our best recommendation. Sales are increasing daily, and when this year will have passed, just notice the figures."

A BIG WHISKEY CONTRACT.

One of the most important contracts let in the Middle West in recent years, was executed recently when A. Bauer & Co., of Chicago, for a consideration of \$3,000,000, takes 5,000 barrels of Graham Bros. whiskey, yearly for twenty-five years. The distillery of Graham Brothers is at Rockford, Ill., and there has been much activity at the distillery getting ready to fill this order. A. Bauer & Co. are large handlers of whiskey, and their contract with Graham Bros. means that they will likely push this well known stock.

After confirming the report of the big contract, a member of the Graham Distilling Company had the following to say:

"The Graham Brothers Distilling Co. began business in 1875 on South Main street, Rockford, and it is still located in the same place, simply because there is no other place in the world so admirably situated for such a plant. The distillery was started by Mr. Graham with every intention of furnishing the trade with a pure liquor of as fine a quality as the craft with the aid of the best obtainable science could produce. Their distillers have mostly been from Kentucky, old and experienced in the business. I can conscientiously say that neither pains nor expense have been spared to make the Graham whiskey the very best possible whiskey, and to make their customers absolutely sure that they obtained their goods pure they confined themselves to a business strictly under Government inspection, thereby making it impossible to change or adulterate in any form.

"First on account of its cold pure water. Their water comes through 75 feet of St. Peter's sand rock. The sweetest and best water known to the science. Next the rich country through the great corn belt in Illinois furnishes them immediately on the ground with the finest corn obtainable as well as rye of the best quality.

"The deal with A. Bauer & Co. will necessitate a large increase in the capacity; probably six times what it is now. They will still adhere to the old style of doing business and all goods sold under the Graham Brand will be shipped direct from the distillery bonded warehouse under government supervision.

"The age of whiskies can be estimated in various ways. That most generally depended upon is the odor and flavor. New whiskies contain more or less of the mash flavor which are eliminated for at least from three to four years under favorable circumstances. Fusil and essential oils are not eliminated by age but are decomposed and generated in ether forming a compound ether. When the compound ethers are thoroughly formed the whiskey may be considered thoroughly matured so far as the medicinal qualities are concerned. A great deal depends upon the storage of the whiskey in regard to its maturity. Three years in dry well heated warehouse is better than six years in ordinary storage. Graham whiskey can always be depended upon for medical purposes with absolute safety. There are all kinds of opinion among people who profess to know what whiskey is. Some people will say there is no such thing

as good whiskey; some might be better than others, but it is all bad; while others will say with all sincerity, that there is no such thing as bad whiskey; some might be poorer than others, but it is all good, and experienced distillers and professional experts will always find abundant argument in regard to whiskey; its merits and demerits.

"If a poor whiskey is mixed with a good whiskey in large quantities, it might be readily detected, still a little good whiskey mixed with poor whiskey of a high flavor will be a great improvement to the poor whiskey. It is a hard matter for the Government to detect blended whiskey of the two-stamp package when the whiskies are of the same proof. The government inspects whiskey in regard to its spirits strength and taxes whiskey in regard to its spirits strength which gives the dishonest dealer wonderful latitude to impose upon the trade, by taking out the better grade of whiskey and introducing a poorer grade of whiskey at the same proof." A.

William Cohn, of McDonald & Cohn, has been down south through the counties of Tulare and Kern in the interests of his firm. He reports a good demand for the lines he carries, particularly the El Rey brand of whiskey. The inclement weather in the northern portions of the State has tied up all work by drummers in that part. The firm is not, however, discouraged, and reports that the prospects for the season are distinctly good.

Mont Rouge Vineyard

LIVERMORE VALLEY

CALIFORNIA



CHAUCHÉ & BON, - Proprietors

OFFICE AND DEPOT:

17 FIRST STREET

Telephone Main 1514

San Francisco

From James Levy & Bro.

"LOOKING BACKWARD."

IN the '70s and '80s, when we controlled the output of the Old T. B. Ripy Distillery No. 112, our contract price was 60c per gallon. In those days Mr. Ripy owned and operated only one distillery, and his whiskey established a great reputation, based on high quality and judicious distribution.

When, however, he built another distillery, commonly designated as the Bond or Willis House No. 418 (from the names of the two chief brands produced there), and flooded the market with these cheaper grades, thus allowing his name to be associated with the manufacture of the cheaply made and low priced products of his distillery No. 418, he destroyed in a few years the prestige of the Old T. B. Ripy No. 112, a feat which all of his competitors had been unable to accomplish in the preceding quarter of a century.

In the spring of 1899, the Kentucky Distilleries & Warehouse Co. bought all the T. B. Ripy properties, and proceeded at once to reconstruct and rebuild the once famous T. B. Ripy Distillery No. 112, not stopping in their good work until the old house had risen to its former greatness and had been equipped with the most modern utilities for distilling a strictly old style sour mash. Any dealer at all acquainted with the thorough methods and safeguards that Mr. Edson Bradley (of the firm of Paris, Allen & Co.), resident of the Kentucky Distilleries & Warehouse Co., employs in the distillation of the "Old Crow" and "Heritage" whiskies, can feel certain, that he having once determined that the Old T. B. Ripy Distillery No. 112 should

represent the highest grade of sour mash whiskey, no expense would be spared in carrying out this policy.

We have purchased from the Kentucky Distilleries & Warehouse Co. their entire holdings of T. B. Ripy (Distillery No. 112), namely: Spring 1898, spring 1899, spring 1901, spring 1902, spring 1903. No whiskey was made at this distillery in 1900 on account of rebuilding and remodeling.

The Kentucky Distilleries & Warehouse Co., in order to assist us in re-establishing this brand, will give the whiskies which we purchased from them, the very best storage and further guarantee the outage on every barrel in excess of one gallon over legal allowance.

It is extremely probable that within a reasonable period the Old T. B. Ripy will occupy a very strong position in the market for the following reasons:

1st. The high quality of the whiskey made since the Kentucky Co. bought the distillery.

2nd. The non-production in 1900.

3rd. The extremely conservative production in 1901, 1902 and 1903.

4th. The large production in 1898 and 1899, thus insuring a very wide distribution of these crops, thereby creating a demand for the brand.

In inviting your correspondence on the Old T. B. Ripy, we also call your attention to our other brands, representing the highest types of straight Kentucky whiskies.

All sales are made only to the wholesale trade, and on the basis of original gauge in bond.

Yours truly,

JAMES LEVY & BRO.

Gundlach Bundschu Wine Co.

San Francisco New York

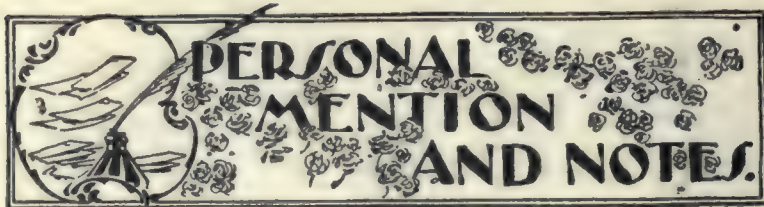
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



The Cerutti Mercantile Company of Washington street, has recently taken in stock two new lines of cigars—the Royo, in four sizes, and the Marconi. A good demand for these lines is expected. The firm is also introducing Asti Cognac, a new brand manufactured by the Italian-Swiss Colony. The cognac is put up especially for the firm, and Mr. Cerutti expects to do a good business in this line.

Oakland.—The local Bartenders' Union has presented an ultimatum to the Retail Liquor Dealers' Association to the effect that its members either sign the agreement formulated by the union or have their union cards taken away. Every saloon man will be given an opportunity to sign the agreement and those that decline to do so will be declared unfair and a boycott will be placed upon them by the union.

The Liquor Dealers' Association has decided to allow its members to act as individuals in regard to the signing of the agreement, and it is expected that a number will accede to the demands of the union. It is known, however, that a number of the large saloons in the business district will refuse to sign the agreement and the proprietors expect a fight.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

Heischmann & Co's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE
THEY GROW
IN CALIFORNIA.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

WRITE TO US

Incorporated.—California Hotel Co.; capital stock, \$50,000; shares \$50 each; subscribed in full, by C. C. Crane, 500 shares; Albert Bettens, 489 shares; H. H. Crane and F. W. Meyer, 2 shares each; Rudolph Bettens, 1 share; place of business, San Francisco.

A dispatch from London says: "The San Francisco Breweries Co. has declared a dividend of 4 per cent on its preference shares for the past half year, payable March 1st. In the corresponding period of last year the company paid no dividend."

At a meeting of the Town Trustees the Women's Christian Temperance Union secured the adoption of a resolution by which the people will be empowered to vote at the coming municipal election on the question of license or no license for saloons. The population of Winters is about 1,000, and there are six saloons here. No complaint is made about the character of them, but the temperance people propose to wipe them out. It is not certain but they have the votes to do it with.

The California Brewing Company was incorporated February 20th with a capital stock of \$200,000, of which \$500 is subscribed. The directors are Edwin Schwab, W. C. Webb, W. S. Downing, Samuel Simmen and A. F. Morrison.

German Vintage of 1903.*From United States Consul Schumann, Mainz, Germany.*

THE wines of this year's vintage are at present undergoing fermentation; some have, in fact, already passed this period, and on the whole the wine producers of Germany may well be satisfied with the results. The vintage of 1903, both as to quality and quantity, is fairly good.

Wine growing in Germany is similar to peach growing in the United States. From the budding period in early spring until the grapes are gathered in the fall, hardly a week passes that does not bring the news that, owing to frosts, continued rains, drought, ravenous insects, etc., the entire crop is either seriously menaced or almost totally destroyed, a lament in which the wine growers join; and yet when at length the must is in the casks, as a rule, a better quality and a greater quantity have been harvested than was expected. The prices obtained for most of the new vintage in the wine growing localities of the German Empire were approximately as follows:

Penish Hesse:

Inferior grades	.....per 316.8 gallons,	\$57.74 to \$66.64
Medium localities	....." " "	71.40 to 95.20
Good localities	....." " "	107.10 to 142.80
Heingau	....." " "	119.00 to 142.80

The Valley:

Inferior grades	....." " "	57.12
Middle grades	....." " "	71.40 to 83.30
Better grades	....." " "	83.30 to 107.10

Württemberg	....." " "	104.72 to 152.32
Middle Rhine	....." 264 "	52.36 to 61.88

Moselle Valley:

Upper Moselle	....." " "	47.60 to 59.50
All other	....." " "	95.20 to 119.00
Rar and Ruhr Valley	....." " "	107.10 to 130.90

Hardt Hills:

Middle Haardt	....." " "	71.40 to 190.40
Upper Haardt	....." " "	47.60 to 55.93
Lower Haardt	....." " "	61.88 to 71.40
Franconia	....." " "	59.50 to 88.06
Elben	....." " "	57.12 to 66.64
Loire-Lorraine	....." " "	59.50 to 90.44

In Silesia grapes sold for \$19.04 to \$22.61 per 550 pounds.

WALTER SCHUMANN, Consul.

Mainz, Germany, December 2, 1903.

From Italian-Swiss Colony.

SAN FRANCISCO, February 1, 1904.

We beg to announce the removal of our offices, salesrooms and vaults to our new and commodious quarters, consisting of three large buildings covering one-half a block on Battery, Greenwich and Sansome streets.

These buildings are fully equipped with the latest modern appliances to facilitate the handling of our product, and a spur track has been constructed on Greenwich street, so that shipment can be made direct from the wine vaults to our customers.

The offices, salesrooms and vaults are located in the building on the corner of Battery and Greenwich streets, which has in addition a storage capacity of 1,750,000 gallons of wine.

Our bottling department occupies the entire three floors of the Sansome street vaults, while the machinery department and coopershop is located in the Greenwich-street building.

We extend you a cordial invitation to inspect our new quarters at any time suitable to your convenience.

Thanking you for past favors, we respectfully solicit a continuance of your valued patronage.

Very truly yours,

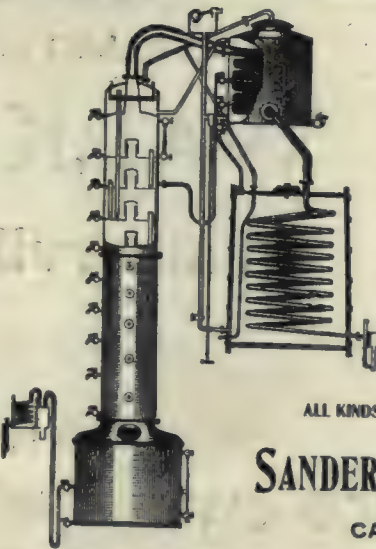
ITALIAN-SWISS COLONY.

P. C. Rossi, President.

Office and salesrooms, corner Battery and Greenwich streets.

Vaults, 1235-1267 Battery street; 101-169 Greenwich street; 1334-1336 Sansome street.

Messrs. Andonaegui & Ormast, of Ensenada, Lower California, Mexico, are the leading wine merchants on that American settlement in Mexican territory. They have been over twenty-one years in the business, and have met with prosperity. On their vineyard there are more than 100,000 vines of the Zinfandel and Mission varieties. The firm made 10,000 gallons of wine last season, and counts on finding a ready market for it at home.

IMPORTANT TO DISTILLERS AND WINE MAKERS.

This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GEO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

SANDERS & CO.'S COPPER WORKS

CARL L. SCHALITZ, PROP.

309-311 HOWARD STREET, SAN FRANCISCO.

PAT'D SEPT. 29, 1891.

Imitation Stained Glass

The great substitute for the real article
Beautiful; durable; cheap

For Windows and Transoms in Hotels
Restaurants, Saloons and Residences

Wall Paper, Window Shades and Interior Decorating

G. W. Clark & Co. 304 & 306 POST ST.
SAN FRANCISCO

Tel. Main 715



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.
Walkerville, Canada

LONDON

NEW YORK

CHICAGO

MEXICO CITY

VICTORIA, B. C.

New York Correspondence.

EDITOR REVIEW:—"According to the oldest inhabitants" this is one of the severest winters New York has known in many years, and it has certainly had its effect upon the California wine business. The snow, sleet and ice have not been confined to this city, in fact, reports from all over the country are to the effect that winter has reigned supreme, impeding traffic and clogging the wheels of transportation. With delays of twenty-four to thirty-six hours for the fastest passenger trains, freight hauling has been even more uncertain, and shipments of wines extra hazardous.

It is reasonably certain that this will mean increased shipments with the opening of transportation, and considerable activity is looked for within the next month.

Business among the importers has been very encouraging, and the many orders which are booked for early arrival, presage an unusual volume of business in this line for the spring.

The whiskey market continues featureless. Withdrawals are very good, but few lots of any size are passing hands. All seem keen to the fact that this is not the time to sell, and they are "biding a wee."

A number of the spirit distillers met in this city a few days ago, but aside from electing an Executive Committee, little if any business was done, the meeting being adjourned until the 24th inst., when it is expected that a definite agreement will be reached as to limiting production, etc.

The Pure Food Bill, introduced by Mr. Hepburn, which has passed the Lower House of Congress, is an all-absorbing topic of conversation in the trade. As a whole the trade is opposed to it, not because it advocates pure food and incidentally pure whiskey, which is classified as food, but because the business is already burdened with so much legislation, and every additional enactment further hampers it.

A careful perusal of the proposed measure fails to render clear the ambiguities with which it teems and should it become a law, many interesting questions will have to be solved before the trade will thoroughly understand its meanings.

Dealing with "definitions," the proposed act holds that the term "misbranded" shall apply to articles of food, the package or label of which shall bear no statement regarding the ingredients or substance contained therein, which shall be false or misleading in any particular, or falsely branded as to State or country in which it is produced. Under this "definition," blended whiskies partly produced from Illinois or Indiana spirits, would not be able to pass as Kentucky, Maryland or Pennsylvania whiskies. This perhaps might not materially affect their sale, as they would be sold as blended whiskies.

Adulterations are deemed under the provisions of the act amongst other things to be: "If any substance has been mixed with it so as to reduce or lower so as to injuriously affect its quality or strength." This would imply that the addition of water, if pure, prune juice, if pure, or any other pure substance may be used, as such articles do not

injuriously affect quality or strength. The following clause, however, holds adulteration to mean, "if any substance has been substituted wholly or in part for the article;" and following that is the clause which says, "if any valuable constituent has been wholly or in part abstracted." These two clauses would seem to go far toward nullifying the implied permission of the first clause.

From the fourth to the eighth clauses deals with imitations, coloring and the addition of poisonous ingredients. Imitation is held to be, where the article offered for sale under a distinctive name of another article, or labeled or branded so as to deceive or mislead the purchaser, or purporting to be a foreign product when not so; and whilst there can be no question as to the equity of this provision it may seriously affect some brands of whiskey which have masqueraded as well known and popular brands.

But there are provisions to these clauses which seem ambiguous. The provision, that an article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed adulterated in the case of compounds now known or hereafter known as articles of food under their own distinctive names, which are not imitations of any other article, is a very important provision. Another provision is that adulteration should not be construed in the case of articles labeled or branded so as to plainly indicate that they are mixtures, compounds, imitations or blends, if they are labeled or branded so as to show the character thereof. This provision, however, is followed by a further provision which holds, "that nothing in this article shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods which contain no unwholesome ingredient, to disclose their trade formulas, except in so far as the provisions of this act may require to secure freedom from adulteration or imitation."

This would seem to imply that provided there be no adulteration it will not be necessary for the constituent parts of a package to be indicated upon the package and this is what the trade at large seems to fear would be necessary. Naturally no house desires to publish its formula and it seems to be held in the proposed law that unless there is adulteration it will not be necessary to do so.

United States General Appraiser Eugene G. Hay recently handed down a decision on the law affecting the dutiability of goods under the reciprocity agreement with Italy. The ruling was on a protest by A. Morello & Co. of this city against the assessment of \$1.60 a case on wine shipped from Frankfort, Germany, but alleged to have been produced in Italy.

Mr. Hay decided that the goods must be both produced in and shipped from Italy to be entitled to the benefits of the reciprocity agreement.

The decision says: "A commodity must be both produced in and exported from the treaty country in order to be entitled to the benefit of the treaty rates. While this may be done, though the product is shipped by way of some other country, and even where trans-shipped therein, it cannot be where such product becomes mingled with and becomes a part of the commerce of such other country."

At the recent meeting of the Urbana Wine Company, of Urbana, Steuben County, Ohio, the following gentlemen

were elected Directors for the coming year: Milo M. Acker of Hornellsville, William Hildreth of New York, J. S. Reynolds of Elmira and Edwin S. Underhill of Bath, N. Y. The officers are: William Hildreth, President; Milo M. Acker, Vice-President; J. S. Reynolds, Treasurer; A. J. Switzer, Secretary.

Mr. Edward R. Emerson, President of the Brotherhood Wine Company, has just returned from an extended cruise among the West Indies, visiting Cuba and Florida.

Barrett Company, manufacturers of "Unrivalled Prune Juice," have taken advantage of the agitation caused by the proposed Pure Food Bill to send out to their trade, transcripts of the proposed act, to which they have attached a certificate of the purity of their product, established by a prominent doctor of chemistry, a pupil of Pasteur, and an expert upon food products generally.

The New York offices of Dewar's Scotch Whiskey, Frederick Glassup agent, have been removed to the new building of the Knickerbocker Trust Company, Fifth avenue and Thirty-fourth street.

The prosecution of William L. Strauss and William L. Haas comprising the firm of William L. Strauss & Co., of 23 Murray street, by the Wine and Spirit Traders' Society for counterfeiting labels, which resulted in a sentence of \$500 fine and ten days' imprisonment, should, and doubtless will, result as a wholesome deterrent to some other concerns upon whom the society has its eye. It is getting to be a most dangerous business.

"Judgement for the plaintiff" was the verdict rendered by the jury in Part II of the Supreme Court of New York, in the case of Max Oberfelder vs. The National Distilling Company of Milwaukee, Wis. The suit was brought for the recovery of 100 barrels of whiskey made by the National Distilling Company, and purchased by Oberfelder from a third party. The distillery refused to honor the warehouse receipts claiming that they were not negotiable, and as the goods had not been paid for by the original purchaser, the title to same remained with the distillery. The verdict in favor of Mr. Oberfelder sustains his contention that the receipts were negotiable.

New York, February 20, 1904.

February Number of "For California."

THE February number of *For California*, the monthly publication of the California Promotion Committee, contains some interesting statistics upon the growth of the State, showing that California has developed more rapidly since the census of 1900 than in the previous decade.

The estimates of the Committee are based upon the returns from the County Clerks of the various counties and from other reliable sources. Other interesting features of the February number of *For California* are "Cattle Raising in California," by E. W. Howard, President of the California Livestock Breeders' Association; "Old and New San Francisco," by Bruce Porter; "What California Has Done for Civilization," by Dr. David Starr Jordan, President of Leland Stanford Jr. University. The second

chapter of an interesting serial, "The Brown Family in California," makes its appearance in this number. How the Browns bought a twenty-acre farm in a delightful California valley, and how they put up a cottage in redwood, and how the boys helped build the portable hogpen—if fact, how Jason Brown, the sterling New England farmer, became established in the land of his adoption, is delightfully, simply and accurately told in this charming pen picture of California.

Other features of the magazine are Promotion Paragraphs, Tourist Talk and Settlers' Sayings. *For California* illustrated with marginal drawings by Louise M. Keeler. The magazine contains no advertising and in its publication the California Promotion Committee are achieving the standard which they have set for a readable and accurately compiled magazine upon leading industries of the State.

Although most houses found February a rather quiet month, Finke's Widow report things very brisk in the way of exportation. Mexico and Central America generally took quite a quantity of goods from this firm—chiefly champagne. Shippings to the Eastern States were also on a large scale, and business all round was good throughout the month.

"HERMES" VINTAGES

PERFECT

California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia
Zinfandel—Tavern
Cabernet—Mission
Medoc—Grand Vin
Burgundy—Cote d'Or

Heck—Castle
Riesling—Royal Western
Gutedel—Rheingold
Sauterne—Yquem
Haut Sauterne—Monopole

Angelica—Victoria
Muscato—Melbourne
Sherry—Oloroso
Port—Trousseau

ROYAL WESTERN—CALIFORNIA CHAMPAGNE

A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

Distributors Wanted

FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
ESTABLISHED 1880

LOS ANGELES, - - - CALIFORNIA

PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

A. Berta Co.....	1/4 page
Mutual Litho & Label Co.....	1/4 page
Burlingame Milk and Cream Depot.....	1/4 page
The New Manhattan.....	1/4 page
The Mint.....	1/4 page
Chauche & Bon.....	1/4 page
Samuel Bros. & Co.....	1/4 page

RE-CONSTRUCTED

Rainier.....	
Chapman & Wilberforce.....	
Schoenthaler Co.....	
Hunter Rye.....	
Hilbert Mercantile Co.....	
The 1102.....	

An Anti-California Wine Association.

DISPATCH from New York says that at a meeting held there of representatives of wine companies and this east of the Rocky Mountains it was decided to form a permanent organization, to be known as the "American Wine Growers' Association." After reading that the new organization has adopted such a comprehensive title, it is a little surprising to learn that one of the chief objects thereof, is "to meet the competition of California wines." No more thoroughly selfish end could be set before itself by any American organization. California is the home of the typical wine of the world, the pure juice of the pure grape. For the association to antagonize California wine interests is to demonstrate to the world that its desire is not to advance the viticultural industry of the continent, but to retard the industry in that portion of America in which it has made the greatest strides. And yet this mushroom body dubs itself the "American Wine Growers' Association!" Does not this, in the circumstances, savor something of impudence? We may perhaps be pardoned for thinking so when we recall to mind the fact that California produces many, many times as much wine annually as all the rest of America bulked together. How the Eastern concern is going to establish its right to the embracing title of American Wine Growers' Association in the face of the fact that one of its avowed objects is to repress the sale of California wines, is a problem we leave the coterie of

interested men who are behind the movement to explain. A circumstance which earmarks the association very significantly is the fact that its secretary is the publisher of a wine and mineral water paper of New York.

If this new organization is not above taking well-meant advice, we would suggest that it immediately abandon its effort to meet the competition of California wines—the attempt is foredoomed to failure, any way—and work hand in hand with the viticulturists of this coast in the task of increasing the consumption of wine in America. There is room for everybody, without one section trying to cut the throat of another section. The wine-drinking proportion of the enormous population of the United States is infinitesimal. The true sphere of activity for any American Wine Growers' Association is a campaign of education as to the advantages from the point of view of morality and temperance of the habitual consumption of wine. There is plenty to do along those lines without hindering the industry by breeding mutual antagonisms. Moreover, all that is done in that direction will well repay the expenditure of energy and money.

We note with satisfaction that the association has placed itself on record as opposed to the manufacture of sugar wines. However much we may doubt the ability of Eastern producers to turn out a simple grape wine, seeing the lack of saccharine which characterizes grapes grown east of the Rockies, we at any rate extend them our congratulations upon making the attempt to do so. But why a committee has been appointed to prepare a measure to be introduced in Congress to prohibit the manufacture of sugar wines, we are at a loss to know. Does not Representative Bell's Pure Wine Bill compass this object? Where, therefore, the necessity for another bill? Would it not be, at best, a work of supererogation? We trust that no effort is to be made to introduce a less stringent bill than that prepared by the California representative, and thus nullify by underhand means the end which California viticulturists are striving for.

The resolution adopted pledging every member to make and sell only pure wines, and to have them properly labeled, can be regarded only with satisfaction. This is what California wine-producers have been working for for many years, and they will welcome co-operation from their Eastern rivals.

LABELS!

LABELS!

Mutual

LABEL & LITHOGRAPHIC CO.

ALSO
MANUFACTURERS
OF . . .

Folding Paper Boxes

FANCY AND PLAIN

OFFICE AND WORKS:

Second and Bryant Sts., San Francisco, Cal.
LITHOGRAPHIC WORK OF ALL KINDS

A Feat in Advertising.

It would be a difficult task to surpass in point of effectiveness and novelty the latest advertising method adopted by the California Wine Association. It consists of a large map of California, 20 inches by 25 inches in size, upon which are depicted in distinctive green color all the vine-growing districts of the State. The map is a very valuable production, and is issued at great expenditure, both of time and money. It has an embossed surface, and is topographical—showing in relief all the mountains, rivers, lakes, valleys, as well as the railway systems. No other publication has been issued which will bring home so instantly and so impressively to a casual observer the importance and immensity of the wine-producing industry of California. The large areas of land devoted to the cultivation of the vine, brought out so clearly, demonstrate more forcibly than could any written language, how much California owes to the vine. The great stretches of land in the Fresno, Madera, Sonoma, Solano, Napa, Santa Clara, and Los Angeles districts, the areas not so large, about Sacramento, Placerville, Stockton, Lodi, Livermore, Santa Cruz, Santa Barbara, San Diego, and the numerous still smaller patches at localities like Santa Ana, Escondido, Bakers-

field, Auburn, Marysville, Colusa, Martinez, Vina, Red Bluff, and Redding—all are displayed faithfully and in exact proportion.

The enterprise of the California Wine Association in producing a map which not only advertises that particular firm, but which advertises the wine industry of the whole State, cannot be too highly commended. It is to be hoped that the committee in charge of the California wine exhibit at the St. Louis Exposition will secure a big supply of these maps and distribute them generously. It has a permanent value, and will be retained by possessors, thereby constantly keeping in mind the viticultural industry of this State. The map is not overburdened with accompanying letterpress. There is simply a short statement, setting forth that the California Wine Association has a capital of \$10,000,000, that it has offices in San Francisco and New York, that it has wineries, distilleries, and vineyards in every grape growing district in California, that it is the largest wine distributor in the world, and that its output for 1903 was 12,000,000 gallons.

Elsewhere in this issue will be found a half tone reproduction of this very valuable map. The wine-growing districts, which are shown on the original in green, are depicted on the half-tone by the dark patches, surrounded by borders of white.

E.J. CURLEY & CO.
Camp Nelson, Kentucky.

BOONE'S KNOLL
O.F.
HAND MADE
SOUR MASH
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY.

DISTILLERS OF BLUE GRASS
FIRE COPPER
BOURBON AND RYE
BOONE'S KNOLL
HAND MADE
SOUR MASH WHISKEY.
Jessamine Co. Kentucky.

BLUE GRASS
FIRE COPPER
★ BOURBON ★
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

To Aid California Viticulture.

It is gratifying to note that the National Congress appears to be awakening to a recognition of the importance of the wine industry of California. It has long been apparent that the appropriation for the study of vine diseases on the Pacific Coast was greatly needed, and Senator Perkins has now succeeded in persuading his fellow-members that an appropriation is necessary. At the session of the Senate on February 24th, the proposed amount was increased from \$5,000 to \$12,000. The amendment, which was moved by Senator Perkins, was made to read as follows:

"Twelve thousand dollars, which sum may, in the discretion of the Secretary of Agriculture, be expended in cooperation with the experiment station of the State of California for determining the adaptability of various grape stocks to the different soil and climatic conditions of the Pacific Coast and their resistance to disease."

This increased appropriation is the outcome of agitation which has been carried on by the REVIEW and men prominently connected with the wine producing industry in California. Members of both Houses have been written to, and the justice of the demand has had the desired effect. It will now be possible to do very much more valuable work at the experiment station than has been accomplished in the past. Let the law-makers of California follow this example at the coming session.

California Wine-Makers Misrepresented.

THE latest issue of the *American Wine Press* contains an article by some unknown person who signs himself Mr. Felix Gillet, and whom the paper dubs "a well-known vine-grower of Nevada City, Cal.," on the subject, "How California Sugar Wine Is Made." This "well-known vine-grower" of the mining city makes statements about methods pursued by California wine producers which he would find it hard to substantiate. It is well known to every one in the trade that the great bulk of sugar wine made in America is concocted in the Eastern States, and that California is comparatively free from this blot. In this State the grapes ferment without the addition of sugar. Mr. Felix Gillet says that the lowest grade Hawaiian sugar, worth perhaps two cents a pound, is used as a foundation, and adds that the process is carried on in California in the fall of the year, when grape wine is being made, in order that an important economy may be effected through the use of the pressed pomace which is dumped into the fermenting tanks to supply the adulterated wine with tannin, thereby saving the expense of tannic acid. He states also that dyes and essences are added to the wine, as to give it color, taste, and bouquet. This is a manifest libel on California wines.

It seems remarkable that the editor of any paper of standing should open his pages to an obscure individual like Mr. Felix Gillet and permit him to traduce an industry of such proportions, and so honestly conducted, as that of the manufacture of wine in California. The impression sought to be made by the article is that the manufacture of adulterated sugar wines is quite common in this State. Nothing could be farther from the truth. Mr. Gillet may be an expert in mining. Nevada City contains plenty of them. But that he is an authority worth quoting on the wine-making industry of California we beg leave to doubt.

Obituary

Arthur Gruenberg.

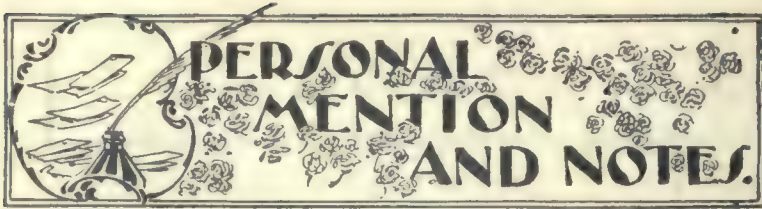
THE death of Mr. Arthur Gruenberg, which occurred at his residence, 717 Fillmore street, city, early on the morning of February 8th, removes one of the most enterprising and energetic of the younger men connected with the wine trade in San Francisco. Mr. Gruenberg, who was only 32 years of age, was a city salesman of the California Wine Association, and was undoubtedly one of the best liked of all the salesmen connected with that corporation. He had been in the employ of the Wine Association for about eight years. But this was only one of his business activities. In 1899 he incorporated the Eureka Champagne Co., and was the manager of that concern up to the time of his death. In addition, he was the President of the Alum Rock Hotel Co. of San Jose. This company was incorporated only about two months ago with a capital of \$200,000, and it is intended to start building the hotel within the next sixty days.



ARTHUR GRUENBERG

Besides engaging extensively in business, Mr. Gruenberg was a prominent figure in the local political world, although he never held office. He possessed a very large circle of friends, and his integrity and open-handedness won him the highest esteem on all hands. The career which was cut short by his untimely death was one of an unusually promising nature.

Mr. Gruenberg's death was painfully sudden. He was on the street two days before he breathed his last, and was ill in bed for only ten hours. He had been suffering from diabetes for some time, and his friends noted a great change in his condition during the last six months. But a sudden termination of his life was expected by neither himself nor his acquaintances. Mr. Gruenberg, who was a native of this city, is survived by his wife, whom he married seven years ago. The funeral took place on February 10th, and was largely attended by friends and relatives.



The E. G. Lyons & Raas Co. report that business is brightening up in a very encouraging manner. The demand for cherries in Maraschino continues active. Lyons' Perfection Cherries are also being called for very generally. The Eastern trade is beginning to appreciate the pure fruit goods produced by this firm; the pure fruit California brandies and cordials are finding an increased demand.

J. F. Plumel, of 31 Eddy street, is prospering in his new quarters. Aside from the steady growth of the wholesale department, which carries nothing but straight goods, whether domestic or foreign, the bar trade is rapidly increasing. This branch of the business will undoubtedly grow to large proportions, by reason of the quality of the goods served, and the service and location.

"This is just between the seasons, and it is but natural that business should be quiet," said Mr. Reynolds, of the Hilbert Mercantile Co., commenting on the trade of February. But while business has not been exceedingly bright since the commencement of the year, the outlook is, he says, decidedly promising. The firm expects to do a large volume of trade in the immediate future.

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



Famous
For
Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

213-215 Market Street, San Francisco, Calif.

I. W. Kingman, the well-known whiskey broker of 421 Market street, who promotes the popularity of O. F. C., Carlisle, and Sunnybrook whiskies in this market, has added recently to the beauty of his office. Mr. Kingman has the handsomest brokerage offices in the West, and the latest addition is original and highly artistic. There is a brass railing over the counter which gives his quarters the appearance of a banking institution. However, this is appropriate, as Mr. Kingman does a business big enough to afford such luxuries. He reports trade highly satisfactory.

The Jesse Moore-Hunt Co. report that February was a really good month for business, fully up to the same month of last year. "It might be that we are an exception," says Mr. Taggart, "as I understand that a good many of the firms are complaining of slackness; but we seem to have been particularly favored, and the trade was on a thoroughly satisfactory basis. There is no special reason for it, so far as I can see. It just happened that there was a good all-around demand for our goods. Our volume of business last year was very gratifying—1903 was the best year we have had. The prospects are that this year will be quite as good from a trade point of view, as the last."

SAMUEL BROS. & CO.

OFFICE

521-523 Market Street

San Francisco, Cal.

— Owners of —

MT. DIABLO WINE CO., Clayton, Cal.

ALMA VINEYARD CO., Reedley, Fresno Co., Cal.

BROOKSIDE VINEYARD, Concord, Cal.

JANOWITZ VINEYARD CO., Reedley, Fresno Co., Cal.

OROSI VINEYARD CO., Orosi, Tulare Co., Cal.

RIVERSIDE VINEYARD CO., Reedley, Fresno Co., Cal.

Producers and Shippers of California Sweet and Dry Wines, Distillers of California Grape Brandies

NEW YORK OFFICE, Mt. Diablo Vineyard Co., 22 Desbrosses St., Cor. Greenwich

J. J. JENKINS, President

S. P. MACFARLANE, Secy. and Treas.

AUGUST R. RETHBY, Manager

Pacific Copper Works INCORPORATED

OF LOS ANGELES

PRACTICAL COPPERSMITHS

Manufacturers of Continuous Stills, Vacuum Pans, Jacketted Kettles, Drums
Finishing Cylinders, Coils, Etc.

Brewers, Wine Makers and Distillers will find it to their advantage to let us do their work instead of Sending to San Francisco.
We make the Best Continuous Still produced in America.

HOME PHONE 4925
SUNSET PHONE SOUTH 98

823 Santee Street, Los Angeles, Cal.

TYPICAL CALIFORNIA VINEYARD AND WINERY SCENES

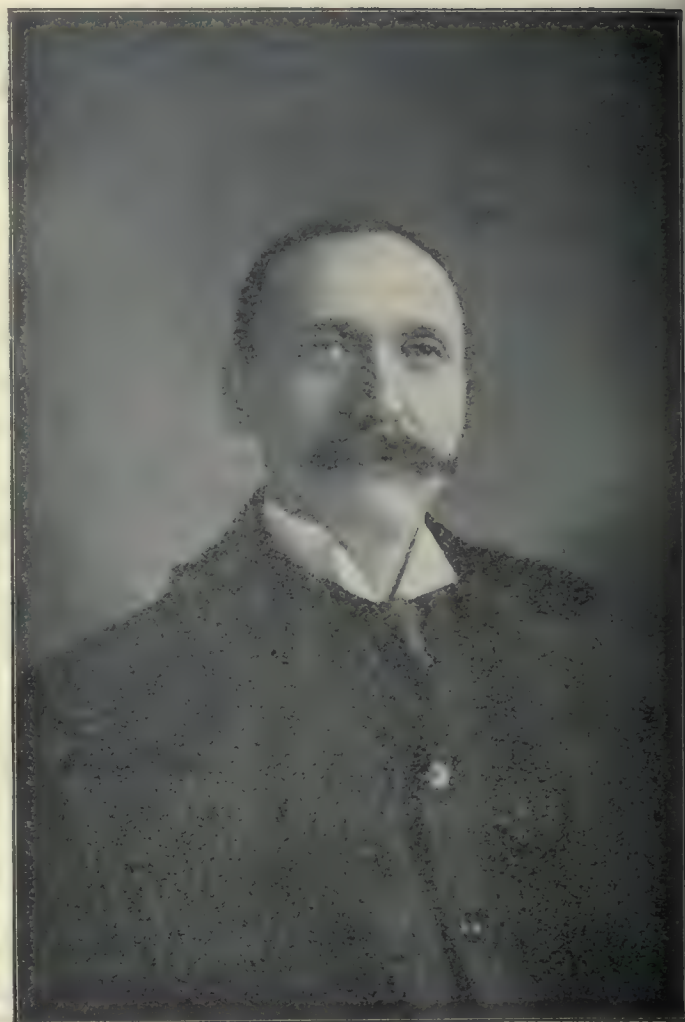


WINERIES OF THE TO-KALON VINEYARD, NAPA COUNTY.

An Advertising Expert.

MR. HENRY HEINEMAN, advertising manager for Fleischmann & Co., of Cincinnati, whose portrait is presented in this issue, is one of the most enterprising and successful of the army of brainy men who are engaged in the advertising of wines and liquors in America. The specialties of Fleischmann & Co., which Mr. Heineman has done so much to create a big demand for are Congress Hall Maryland Rye, Pilgrim Gin, and Queen Mary Scotch Whiskey, and the undoubted popularity of these liquors, besides proving their excellence, bears strong testimony to Mr. Heineman's abilities as an advertising expert. Mr. Heineman is an illuminating writer on the subject of advertising. In an article in a recent issue of the *Billposter and Distributer* on outdoor advertising, he has the following to say:

"Outdoor publicity is to-day as important as that of newspaper and magazine advertising, and in many instances it can be used to a much better advantage. This is not said for the purpose of decrying advertising media by instituting a comparison between them, for the informed are fully aware that each fills a particular field and serves special requirements. It is merely stated to impress the reader's mind with the rapid and extensive growth outdoor display has assumed in this country, even within the most recent years."



HENRY HEINEMAN.

INDEPENDENT OF TRUSTS OR ANY COMBINATION

LARGEST PRODUCERS OF FINE WHISKIES IN THE WORLD.

**HAND MADE
SOUR MASH
AND
RYE WHISKIES.**

**DISTILLING CAPACITY:
20,000 GALS. PER DAY.**

**STORAGE CAPACITY:
8,000,000 GALS.**

DISTILLERIES Nos 5 & 297. 5TH DISTRICT OF KY
OFFICES:
 NEW YORK, Gerken Bldg. cor. Chambers & West Broadway
 LOUISVILLE 28TH St & Broadway.,
 CHICAGO, 174 RANDOLPH ST. MAIN OFFICE,
 to which all Business communications should be addressed

SUNNY BROOK DISTILLERY CO.
LOUISVILLE, KY.

A Wise and Honest Clergyman.

I NEVER knew as a minister, as a student, as a man, what it means when the whistle blows at night and the certain falls upon the city and men crawl out of ditches and from off the scaffolds and out from behind the machines, and, after a hurried meal, go out on the streets and find that the only man who has thought about them, who is waiting for them, who has a hand reaching out to them, is the man behind the bar. So said Rev. George L. McNutt of Philadelphia on the subject, in the following words:

"I knew the saloon was a place to buy drinks. I never realized that it was a great social institution built up quietly and in a business way while we slept. I never before realized what it means to be a hungry man on the street, alone, and go, as I have gone in sheer necessity, to the bar and ask for a glass of milk and get all I wanted to eat and no questions asked.

"We are talking about having temperance saloons in this city. We shall find the saloonkeeper has been twenty-five years ahead of us. Every saloon is also a temperance saloon; there is milk, and good milk, too, to be had. I never had a saloonkeeper offer me anything but what I asked for. I had gone to a church and had been shown to a seat under the gallery in an unobtrusive place.

"I have gone out and gone among men and sat down in saloon reading-rooms and have realized the power there is in a man shrewd enough to provide watering troughs for a man's horse and the social necessities men crave.

"When I have seen men in groups sitting around discussing their employment for next week, and such other matters as you and I love to discuss in our homes and clubs, I have realized that if you are Colonel So-and-So, or Honorable So-and-So, you can join the Union League Club, or some other great metropolitan club; but I never realized before what it means that for five cents a man can join the only democratic get-together club made possible by a man who caters to the vicious wants but also supplies physical necessities.

"I remember how in algebra we used to solve equations, by addition, by subtraction and by substitution. We have tried to work out the saloon question by detraction, by denunciation and also by injunction; yet have we ever seriously grasped the meaning of the life of a man, or the un-

known man, in a city, and undertaken to solve the saloon question by substitution?

"The saloon will stay in spite of prayers, in spite of legislation, until there comes into this world a recognition of manhood's democracy. 'A man's a man for a' that.'

"And we, because we name the name of Christ, because we dare to preach the gospel, shall we not take away the reproach of this great city to-day that it is so easy to go wrong that it is almost impossible for a man in common clothes not to go into the associations of evil?

"Shall we not purify our city and make it easy for an unknown man to go right? What is money for, if not for better manhood? When we have ringing in our ears the words of the richest man in the city, 'It is a disgrace to die rich,' I wonder what the church is for."

A Hint For the Daily Press.

WE are more pained than surprised at the apathy shown by nearly all the papers of San Francisco regarding California's place at the coming World's Fair at St. Louis. There lacks but sixty days to the opening of the exposition, and aside from a few short notices, nothing has been done to educate the people to a due appreciation of the importance of the opportunity that is now made available to California to advertise herself and her resources to the world. The State Commission and its officers are prepared to supply the press with all the information necessary in order that the public may be kept well posted as to the progress being made in preparing the State exhibit; but most of the papers appear to be quite insensible of the great importance of the occasion.

To be blunt about the matter, the *Chronicle* has for days been devoting a great amount of space to slobbering over the street vendors of flowers and their troubles, and the *Examiner* has printed pages of "grape-vine" telegrams about the war in the Far East. But neither of these publications is apparently able to appreciate the importance of creating enthusiasm at this particular time to ensure a record breaking exhibit of the viticultural products of California. There is yet time for these papers to make up for their lack of civic and State pride, and some sacrifice should be made in order that fitting prominence should be given this great movement.

California Fertilizer Works

(INCORPORATED)

JOHN BAYLE, President JOHN LACOSTE, Vice-President E. O. RIESER, Secretary and Treasurer
J. BAREILLES, C. A. ARTIGUES, Directors

MANUFACTURERS OF

AND DEALERS IN

Pure Bone Fertilizers



Fertilizer Materials

Bone Meal, Flush Guano, Sulphate of Ammonia, Fish Scraps, Muriate of Potash, Nitrate of Soda, Double Superphosphate and high grade Blood and Tankage. **Special Fertilizers Manufactured to Order.**

The manures manufactured by the California Fertilizer Works are made entirely from clean bone treated with acid, dry blood and flesh, potash and magnesia salts. The superiority of pure bone over any other phosphate material for fertilizer use is so well known that it needs no explanation. Address all letters to "J,"

CALIFORNIA FERTILIZER WORKS, 534 Clay Street
San Francisco, Cal.

WINE AND VINE NEWS OF THE STATE

Will Plant More Resistant Vines.

The viticulturists of Livermore Valley have built up a great industry and established a reputation throughout the world for the excellence of their wines, especially of the Sauterne varieties. This has been done at great cost and through infinite labor and even now they do not feel that they can boast of their accomplishment and there is a note of uncertainty and anxiety in the tone with which they discuss the future of the industry. The phylloxera and Anaheim diseases long since begun their ravages in local vineyards and although their progress has been slower than in other sections of the State they have been insidiously making inroads upon the vineyards which must in time exterminate them unless some means are devised to check them.

The only remedy thus far devised—and of course this is in a measure an experiment—is replanting with resistant stock.

This is a luxury which can only be afforded by the leading vineyardists. A few acres a year is all they feel able to undertake both on account of the expense and the uncertainty. The latter, however, is disappearing with the maturing of the resistant vines first planted as they appear to thrive, especially those on the Rupestris St. George root.

The Wetmore-Bowen Company received this week from Royan, France, a large shipment of resistant vines for this season's planting by a number of the leading growers in the valley.

There were 33,000 vines in the order, all on the Rupestris St. George root but of various varieties. The shipment was apporportioned as follows:

Wetmore-Bowen Company—10,000 vines of Columbar, Semillon, Sauvignon Blanc and Carbernet varieties.

Theo. Gier—10,000, equally divided between Columbar and Semillon.

James Concannon—7,000 vines, divided between Columbar and Durif.

It is probable that other growers will plant resistant vines during the present season but we are not advised as to their intentions. Manager Coffmann of Vienna vineyard expects to plant several thousand vines next season, orders for which will be placed within a couple of months.

Although most of the growers are disposed to depend upon the Government station on the Wente place to make the needed experiments to determine the resistant stock best suited to local needs, the Wetmore-Bowen Company has established an experimental vineyard of its own where C. J. Wetmore is carefully studying conditions on his own account. Many of the vines are now several years old, but new vines are planted every year.

It will thus be seen that while the growers are in a measure uncertain as to the future they are by no means disheartened and are making a systematic effort to preserve the industry which has brought fame to the valley and substantial rewards to the industrious and pains-taking viticulturist.—*Livermore Herald*.

In a private car attached to the Ukiah express Friday, about fifty German naval cadets made the journey to Asti. They were hospitably entertained at that place. Baron Von Schroder of San Rafael accompanied them and the trip proved a delightful one despite the inclement weather. The young men were greatly interested in the many attractions at Asti and saw with wonder the big winery and the subterranean sea of wine in the big 500,000 gallon tank built in the earth.—*Santa Rosa Republican*.

Institute for Fermentative Industries

DR. A. WILHELMJ, Director

519 Mission Street,

San Francisco, Cal.

Only Laboratory in the West

FOR THE MICROSCOPICAL
ANALYSIS OF WINES AND BEERS



PURE SELECTED YEASTS

For the treatment of not thoroughly
fermented wines, and for the re-
fermenting of defective wines.

SPECIALTY—A special feature of the Institute is the rapid chemical and microscopical analysis of samples for prospective buyers. This will enable them to know in advance of purchase whether the wines are wholesome.

Contracts made to parties desiring continuous
analysis of their wines.

Ring up "Main 5010"

Pierce Warns Vineyardists.

The following letter, which will be of much interest to grape growers, especially, was written by Newton B. Pierce, pathologist in charge of the Bureau of Plant Industry, at Santa Ana, to H. Osborn, of Los Gatos:

"The vines you sent show characters like those presented by vines affected by the California vine disease. That disease is present in the Santa Clara Valley to a serious extent, and cuttings made from diseased vines produce diseased vines. The disease is cumulative in such new vines, i. e., they make a good growth at first, but afterward show greater signs of disease until they die.

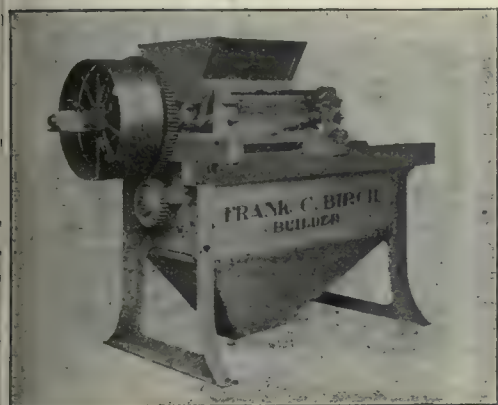
"There are some other diseases which produce a like effect, but the prevailing trouble there is the one named, and hence the chances are greatest that the disease named is responsible for your trouble.

"Soils of various kinds favor or retard this disease, hence the facts noted may have an indirect relation, if not a direct relation, to your vine trouble.

"Have you had a copy of bulletin No. —, 'The California Vine Disease'? If not I will take pleasure in forwarding a copy upon application.

"No diseased cuttings should be used for grafting work if it may be avoided. This fact should be given to the San Jose press for the good of all."

Wine Making Machinery



CRUSHER

FRANK C. BIRCH

Mechanical and
Consulting Engineer

519 Mission Street, Merle Bldg., S. F.

Manufacturer of All Kinds of

WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



MUST PUMP

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



MARASCHINO CHERRIES

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY

SAN FRANCISCO

Internal Revenue and Customs Rulings.

(748.)

Concerning reduction in proof of spirits, etc.

[Int. Rev. Circular No. 654.]

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., February 3, 1904.

To Collectors of Internal Revenue and Others:

The regulations permitting the reduction of distilled spirits in distillers' original packages, in certain cases, by the simple addition of water, to a proof not less than 90 per cent (pages 182 to 185, No. 7, revised), are hereby extended so as to apply to such packages after they have been removed tax-paid and are still in the possession of the distiller at his free warehouse.

In such cases notice will be given by the distiller; the gauger will be designated to attend and witness the reduction, and will inspect and mark the packages in the same manner and under the same conditions and limitations as have heretofore prevailed in cases where the reduction was made on the premises of a wholesale liquor dealer, except that in the marks on the head of the package the letters "W. L. D." will be replaced by the word "Distiller," or suitable abbreviation thereof.

Hereafter, when distilled spirits are reduced in proof in the distiller's original package, elsewhere than on the distillery premises, or at a general or special bonded warehouse, the gauger who makes the reinspection after the reduction of the proof will be allowed to collect from the person at whose instance the reduction was made, his actual and necessary traveling expenses in going to and returning from the place where he performs such service, in addition to the compensation heretofore authorized in such cases by the regulations.

Collectors will furnish copies of this circular to gauging officers and to distillers in their respective districts, and also to such wholesale liquor dealers as are interested in the reduction of proof of spirits in distillers' original packages.

JOHN W. YERKES, *Commissioner.*

Henry S. Baer, of the West Glendale Wine Company, Los Angeles County, will next year install a new continuous still at the plant. The West Glendale Works have turned out an excellent product this year in brandy and sherry.

The Shea-Bocquereaz Co. announce that they have secured the control of the famous Astor whiskey, a brand which is produced by the same house that distills the Belmont, which is widely and favorably known in this market. Without decrying the Belmont, we believe that the Astor is destined to win laurels in this market. With the excellent facilities of such a strong house, there is no doubt that it will be put to the front at no late date.

Owing to an omission by the printers, the authorship of the interesting article in our last issue entitled "Obstacles in the Path of the Wine Industry" was not acknowledged. The contribution was from the pen of Mr. Shraubstader, of Finke's Widow.

Thirty-five years ago not a raisin grape was grown in California. Last season \$5,000,000 worth of dried raisins were exported from the vicinity of Fresno alone. It takes an occasional illustration of this kind to keep us from forgetting what a new State California really is, and also from forgetting what a big State California will be—say in thirty-five years from now.—*Santa Rosa Democrat.*



For Making Delicious, Bracing

“Celerytone” Cocktails.**“CELERYTONE”**

TRADE MARK

Is distilled and prepared from the famous Kalamazoo Celery, and contains all its well-known peculiar medicinal properties, which act in a wonderful way in all cases of Nervous Exhaustion, Stomach Troubles, Impotency, Dissipation, Wasted Energies, Excesses, Rheumatism, Gout and Headache. As a morning bracer, appetizer and nerve giver, it has no equal.

DUNKLEY COMPANY
KALAMAZOO, MICH.

E. G. LYONS & RAAS CO.

SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.





The heavily shaded portions with white borders are the principal grape-growing districts.

California Northwestern R'y

Lessee of S. F. and North Pacific R'y

The Picturesque
Route
of California

Is more than Attractive for short, Sunday trips

On SUNDAYS

HALF RATES, OR ONE FARE FOR THE ROUND TRIP

From SAN FRANCISCO To

St. Vincent, Ignacio, Novato, Petaluma, Cotati, Santa Rosa, Fulton, Windsor, Healdsburg, Lytton, Geyserville, Asti, Cloverdale, Preston, Hopland, Guerneville, Schellville, Vineyard, Sonoma, Agua Caliente, Glen Ellen, Sebastopol, Ukiah.

No one traveling on this road on Sundays will come in contact with Sunday picnics, either on boats or trains.

TAKE BOAT AT TIBURON FERRY

TICKET OFFICES—650 Market St. (Chronicle Building) and Tiburon Ferry.
GENERAL OFFICE—Mutual Life Building, corner California and Sansome Streets, San Francisco, Cal.

H. C. WHITING, Gen'l Man.

R. X. RYAN, Gen'l Pass. Agt.

IF YOU WANT TO KNOW

ABOUT

Routes, Rates
Resorts

GET FOLDERS OF THE

Southern Pacific

ILLUSTRATE AND DESCRIBE

Lake Tahoe Mt. Shasta
Kings River Canyon
The Giant Forest
The Coast Resorts and Others

THEY ANSWER ALL QUESTIONS

Note SUMMER RATES to All Resorts

LITERATURE FREE OF AGENTS, OR AT
INFORMATION BUREAU, 613 Market Street

Backus
Studio

44 GEARY STREET
SAN FRANCISCO
PHONE BLACK 3731

Commercial Photography

New Machine
For Catalogs..

Saves 1/3 Cost All Through

We Photograph Anything

MOKI SNAKE DANCE



Just One Road to Chicago

The Atchison, Topeka and Santa Fe Railway System is the only one with its own rails San Francisco to Chicago.

There are combinations of railways which join each other in forming through lines between these cities, but the Santa Fe is the only one under the same management, and therefore the only one with uniformity of service and undivided responsibility.

When you start on the Santa Fe you are sure to go through. Of course, delays may occur, but you will never miss connections, because you have no connections to make clear from San Francisco to Chicago.

Santa Fe All the Way

HIGHEST GRADE

LIQUOR FLAVORS

... AND ...

BEADING OIL

WILLIAM H. RUDKIN CO.

(For Thirty-five Years at 74 William St.)

228 West Broadway.

NEW YORK

291 E. Kinzie St.

CHICAGO, ILL.

Goods For Sale in California only by

REDINGTON & CO., 23-27-29 SECOND ST., SAN FRANCISCO

LOMA PRIETA LUMBER CO.

MANUFACTURERS OF

Redwood Lumber, Telegraph Poles, Shingles,
Shakes and Posts, Also

* Grape Stakes *

2x2-4 Ft. Long, 2x2-5 Ft. Long, 2x2-6 Ft. Long;
Square Ends, or One End Pointed

POST OFFICE ADDRESS

CAPTOLA, - - SANTA CRUZ, CALIF.

Internal Revenue Matters Generally, and the Exportation of Wines,
Liquors and Spirits in Bond or with Privilege of Drawback, Specialties.

TELEPHONE MAIN 646

F. E. MAYHEW & CO.

INTERNAL REVENUE
AND
CUSTOMS BROKERS

44 Battery Street

San Francisco

Certs and Protests Carefully Prepared. Dealers in Hydrometers and
Era Stems and all kinds of Revenue Books. * * * * *

**LOUISVILLE, HENDERSON
ST. LOUIS RAILWAY CO.**

"HENDERSON ROUTE"

Consign your shipments from Louisville and
Interior Kentucky points, care of the Louisville,
Henderson & St. Louis Railway, which is a
direct line to Pacific Coast points, and same
will receive prompt attention.

For rates and other information, address
the undersigned:

L. J. IRWIN,

Traffic Manager

LOUISVILLE, KY.

Take a Tonic that is Easy to Take

— P U R E —

WHOLESOME AND SPARKLING

Enterprise Beer

We Invite Comparison with any on Market, with no Exceptions.

The Goods we Make, Made Us the Leading Brewery on the Pacific Coast.

George West & Son, Incorporated

PRODUCERS OF

Sweet Wines and Brandies

THOMAS R. MINTURN,

General Manager

Stockton, Cal., U. S. A.



HERALD
PURE
RYE



Goodhart-
Hartman
Company
CHICAGO



LEMLE-
LEVY

CO.

PACIFIC
COAST
AGENTS
San Francisco,
California

We have
pleasure in
announcing
that

Cresta
Blanca
Wine

was used in
christening
the

Pacific Cable

on
December 14, 1902



The
Silver Basket
containing
the bottle
is
herewith
reproduced.

Respectfully yours,

Wetmore-
Bowen
Co.

410 Post Street
San Francisco
Cal.

James Levy & Bros. Endorsement

ON THE WAREHOUSE RECEIPTS FOR

“Old Ripy”

MEANS THREE THINGS—

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VOL. XLVI.

SAN FRANCISCO, MARCH 31, 1904.

No. 5



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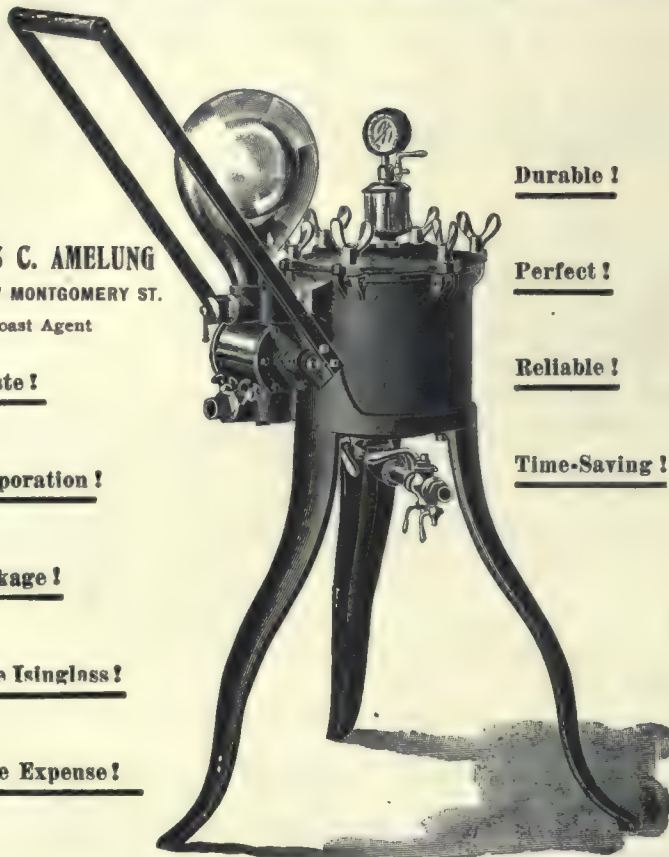
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Buffalo, 1901



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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesalers and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

DRY WINES.—Spring trade has fairly opened, and accumulated orders in the hands of the distributors and merchants are being rushed forward to Eastern shipping points. The winter in the East is a late one, and may retard some shipments. However, merchants look upon the prospects as encouraging and promising fair results. Prices all through appear to be well sustained and good standard vintages find ready sale. The demand for cellars has been stimulated during the last four weeks and many have changed hands at remunerative prices. We hear of a large sale being consummated in Sonoma Valley including two years' vintages of the B. W. Paxton output in Healdsburg. A large cellar at Livermore has also been sold during the last few days at satisfactory prices. All this indicates good healthy conditions.

Prices have not materially changed for dry wines, and cellars are being sold for from 16 to 18 cents for 1903 vintages, with prices for older years proportionately higher. There is a preponderance of activity in white wines, which are being looked after by dealers with a little more anxiety than has been the case for some years. To sum up all these conditions, they lend a very favorable aspect to the future of the California wine industry.

The low grades in different holdings of wine of the 1902 and 1903 vintages are not receiving much attention, and it is to be presumed that some of these wines will have to be used finally as distilling material. There is no doubt that the approach of the next vintage, whatever it may bring, will find the cellars in the interior of California in an empty condition, ready to receive all that the bounty of Nature may produce.

Exports of wine for the month were 233 cases and 394,884 gallons, valued at \$145,062. The miscellaneous exports were 486 packages and 22,917 gallons, valued at \$14,732.

The receipts of wine from interior cellars during the month totalled 1,658,705 gallons.

SWEETS.—In the sweet wine lines prices are well sustained and no offerings of any large extent can be reported, either in the southern or northern markets. This would indicate that if there is a surplus of sweet wines, this surplus must be well controlled, and not available to everybody.

The quantity of sweet wine produced in the State in February was 261,967.83 gallons.

BRANDY.—While young brandies are being sold at the regular standard prices, and the supply is abundant, old brandies are keeping very scarce. Anything above two years in bond can only be detected after very energetic researches, and it is in the hands of very few merchants.

The quantity of brandy produced in both districts of the State in February was 18,862.2 gallons. There remained in bond on 1st of March 1,749,684.7 gallons.

The receipts of brandy from both districts during the month totalled 20,400 gallons.

Exports of brandy by sea were of fair volume, aggregating 9 cases and 17,741 gallons, valued at \$12,140.

WHISKIES.—March business in the wholesale liquor trade would have been healthier if it had not been for the practically continuous rain. It was the wettest March since records have been kept in San Francisco—only two dry days up to the 28th. The natural enough effect was that the saloons were for the most part empty. This, reacting directly on the wholesale houses, made business, generally speaking, slow. These remarks refer particularly to the city trade, which was, on the whole, duller by a long way than is usually the case in March. Bad weather also interfered with the filling of country orders, but in the last few days of the month several firms report that business was decidedly brighter. If April weather is only fairly favorable, it is expected that it will prove a very busy month.

Exports for the month were 1,891 cases and 1,931 gallons, valued at \$15,512. Imports comprised 2,605 cases, 53 octaves, 5 hogsheads, 1 cask and 5 quarter-casks.

IMPORTATIONS.—Firms engaged in the importing business report that fair conditions reigned during the past month. The unprecedentedly wet weather somewhat handicapped trade, but on the whole they have little to complain about. Some inconvenience is being occasioned by the operation of the new regulations under which a sample of all goods imported must be sent to Washington and O. K.'ed before the shipment is passed through the customs. The Government should certainly maintain an analyst on this coast to do the work. Importations for the month were exceptionally heavy.

The principal items of imports were: Whiskey, 2,605 cases, 53 octaves, 5 hogsheads, 1 cask, 5 quarter-casks; wine, 1,405 cases, 20 octaves, 4 butts, 2 medias; vermouth, 1,275 cases; mineral water, 1,845 cases, 105 barrels; Appollinaris water, 600 cases; ginger ale, 220 barrels; gin, 2,021 cases, 50 packages; brandy, 245 cases, 5 casks; fruit brandy, 20 cases; apricot brandy, 25 cases; liqueurs, 704 cases; absinthe, 660 cases, 50 packages; cognac, 20 casks, 10 octaves; sherry, 6 barrels, 30 octaves; spirits, 55 cases; rum, 10 cases, 15 octaves; quina bitters, 100 cases; benedictine, 110 cases; Amer picon, 200 cases; stout, 1,383 cases, 710 barrels; beer, 727 cases, 5 hogsheads; ale, 185 cases 5 barrels.

BEER.—In common with all other lines of the liquor business, beer interests suffered during March from the unusual attentions paid to the city by Jupiter Pluvius. The prospects of clearing weather as we go to press seem to promise better conditions for the coming month. The imports of beer by rail during March were of ordinary bulk. The imports by sea aggregated 710 barrels, 725 cases and 5 hogsheads; stout, 1,383 cases; ale, 185 cases and 5 barrels. The exports by sea were of fair volume, for the season, the totals being 1,397 barrels bottled and 30 packages bulk, valued at \$11,108.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of March up to the 28th were: Wine, 1,658,705 gallons; brandy, 20,400 gallons.

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on February 29, 1904, was 236,471 gallons.

New York Wine Market.

DURING the past two weeks the demand has considerably improved, which does not mean, however, that it has become large, for it had fallen down to next to nothing during the preceding fortnight.

Prices continue to be firm for all sorts of wines, including sweet wines, notwithstanding the reports which would show that part of the trade is in a weak condition owing to large quantities alleged to be held by the growers; the facts are that these reports are exaggerated and count for nothing when the buyers want goods in condition to be distributed without delay. Brandies are firm and in very fair demand.—*Bonfort's, March 10th.*

The Wetmore-Bowen Company, makers of the widely known Cresta Blanca wine, reports an ever increasing export trade. Mr. C. A. Wetmore remarked the other day: "I hear that some firms are complaining that business is a little slow. It does not seem that way with us. As a matter of fact, we are kept going all the time getting shipments away. Within the last few days we have sent big consignments to Kobe, Japan, and to London, and to other ports. The demand for our wines in foreign countries is increasing very fast. There is now hardly a country that we do not ship to. We are also increasing our sales in the Eastern States very rapidly, owing to so many tourists coming to California. They drink our wines at the hotels and restaurants, and very often leave an order for a few cases."

Problems Fronting the Grape Grower.

Speech by Percy T. Morgan.

AN exceedingly interesting speech on the problems connected with the wine trade was delivered last week by Mr. Percy T. Morgan, President of the California Wine Association, at the meeting in the Mechanics' Institute at which the California Viticultural Club was organized. On the subjects of over-production and the fighting of inimical legislation introduced in Congress Mr. Morgan was listened to with the very greatest interest. He said:—

I fully agree with all that has been said upon the necessity of the grape growers organizing for the purpose of getting together and intelligently talking upon the subject of the various diseases of the vineyards and other difficulties which concern the grower of grapes. I may say that the organization of which I have at present the honor to be the head has been endeavoring in every possible way that it can by itself to promote the interest of the industry in these matters.

WHAT THE ASSOCIATION HAS DONE.

We have frequently consulted the only recognized authority that we had to consult since the Viticultural Commission was disbanded, namely, the Agricultural College at the State University. Whenever we have been called upon to contribute to any plan for helping in these things we have always responded. I think you will find that the authorities of the State University will corroborate what I say. We have never been backward, although we have often been accused of having no interest whatever in grape growing. That is a fallacy which I am very glad to have the opportunity of refuting. As a matter of fact, the California Wine Association and the interests which it represents are to-day directly interested in the cultivation of more than 10,000 acres of vineyards. That is not generally known. In signing the roll to-day, I signed it as president of the Great Western Vineyards Company, and not as president of the California Wine Association. In other words, I have signed it as a grape grower. We are just as much interested in the growth of the grape as anybody else.

THE DANGER OF A SURPLUS.

We are studying the situation, and know just as much as you do that a small surplus may ruin the value of the entire product. That is one of the problems facing us to-day, and it should be taken up earnestly by this club. We all know what has transpired in past years. Terrible fluctuations in value have prejudiced people against investing their money in the industry. People know they are just as likely to meet a year when grapes are worth \$10 a ton as a year when they are worth \$30. We want to get down to a condition where there can be some stability, and the only way to do that is not to rely upon one market. If the one market won't take the grapes, let us have some other market that will take them. You have not heard much about these matters in the newspapers the last two years, because we are not doing our business in the newspapers. Nobody has any idea of the enormous burden that has been carried by the wine merchants. There was an immense over-production of sweet wines the year before last. Last year, despite the fact that a great many raisins were dried, if you look at the internal revenue reports, which are undoubtedly correct, you will see that there were made only about one million gallons less sweet wine than the year before. That cannot go on forever. Therefore, I say that when this club is formed, it should get together in a spirit of good-fellowship between the interests, so as to see what can be done. Don't blame the other fellow all the time. We blame the grape growers. They blame the wine makers. The prosperity of one should be the prosperity of all. That is the only way to get capital into the business and keep it there.

Mr. John Swett: There is no doubt of that.

PROBLEM MUST BE MET JOINTLY.

Mr. Morgan: The expense of carrying stocks—leaving out all other expenses of the wine business—the interest on borrowed money, insurance, taxes and evaporation (that is to say, the natural shrinkage of the wine which no one can prevent)—these exceed by 25 per cent all the rest of the expenses of carrying on the wine business. That is something that is very seldom reckoned on. All those are vital items in the wine business. You all know that if the producers can sell their wine in the months of January and February, they know exactly how much they are going to make. But if they have to carry it for two, three or four years, as the wine makers have sometimes to do, they never know what they are going to make. So those are the conditions which will

have to be met, and they will have to be met jointly, not severally. When the wine merchant has a large stock of wines for which he has paid, as he did in 1902, all the way, in the sweet wine districts, from \$16 a ton, and in the dry wine districts, to \$32 a ton, and the next vintage the relative price of the grapes, on account of the inside and outside growers forcing their wines on the market, has fallen to \$16 a ton, he is faced with a very serious financial problem. He does not desire to talk about these things through the newspapers, but it is one of the things against which we must take precautions.

THE EXPORT BUSINESS.

The export of California wines has not, unfortunately, increased for the last five years—I mean what has gone out of the State. The export, according to the only statistics which we have at our command, namely, the railroad and steamship figures, in 1898 was in the neighborhood of 17,500,000 gallons. It was only about 17,030,000 gallons in 1903. In the mean time, the sweet wine production has increased from about 6,000,000 or 7,000,000 gallons in 1898, to 13,000,000 gallons in 1903 and 14,000,000 gallons in 1902. Now, somebody is carrying that wine. The dealers are carrying it to-day. Suppose we should have another large vintage, what would happen? It is no use saying the grape should be a certain price. We have got to keep together and "show down the hands."

FIGHTING FOR PURE WINE LEGISLATION.

I know I am digressing. I know Mr. Swett wanted me to say something on the matter of the club proposition. As grape growers, leaving the dealer out of the question, I quite agree we should come together and discuss the diseases of the vine, the question of acreage under cultivation, and the legislation that will come up. I want to say that no one has been more earnest in the fight for the pure wine bill and the pure food bill than the California Wine Association. I have letters on my file from Dr. Wiley, Chief of the Bureau of Chemistry, at Washington, who sets forth clearly what we have done in the last five years. We have been fighting shoulder to shoulder with that gentleman for the pure food bill. He has done magnificent work, in spite of being very much up against opposition in the East. When it came to the question of the Bell pure wine bill, the opposition came from the Eastern people, not from California. The question whether we wanted it passed or not was answered by the unanimous vote of the committee on the subject that there should be nothing in California wine but the juice of the grape. We have put ourselves squarely before the public on that issue. The other people have been hiding behind the fence. In the East it is absolutely necessary to do every year what was done in California in 1902. The grapes there never contain the requisite amount of sugar to make good wine. Every year they are obliged to add sugar in order to bring up the saccharine to a point where they can make wine. One of the Eastern wine men wrote to me the other day and asked: "What are you doing? Are you trying to put us out of business?" I told him that we are trying to do nothing of the sort; that we are simply trying to put ourselves squarely before the public. I told him that we were friendly towards the grape growers of the East, but we wanted it distinctly understood that California had nothing to gain by not having the most stringent pure wine bill that could be placed upon the statute books. That is one of the things which will probably be taken up by this club.

THE HEPBURN-DOLLIVER BILL.

There is another matter of legislation, and that is the Hepburn-Dolliver bill, which has been very much confounded with the Hepburn pure food bill, because it unfortunately happens to bear the same Congressman's name. That bill is one to regulate interstate traffic in wines and other liquors. It permits a State to pass a law which will absolutely prohibit the entry into that State of wine or liquor of any kind. Now, we all know how these sentiments are got up. It we could bring the temperance people to see that the use of wine is very much more conducive to temperance than is the absolute prohibition of drinking of any kind (because you cannot interfere with the liberty of the subject), a great advance would have been made. We all know that in countries where light wines are used drunkenness is hardly known. These are the things that this club should take up. This Hepburn-Dolliver bill is a wrong bill, and as soon as we heard of it we obtained a copy and took steps to oppose it. The interests that I represent desire in every way to co-operate with the grape growers in advancing individual and general prosperity.

LASH'S BITTERS
Tonic-Laxative

DANGEROUS LEGISLATION AT WASHINGTON

WINE producers of this State are watching the course of the Hepburn-Dolliver bill, which has recently been before the House Judiciary Committee, with the very greatest apprehension. If the measure becomes law it will deal a severe blow at California's viticultural industry, as well as at the liquor trade of the whole nation. The Hepburn-Dolliver bill, the object of which is to empower any State to arbitrarily prevent the importation of liquors across its borders, has been confused with the Hepburn pure food bill. The latter measure has the support of the wine industry of this State, as has any bill designed to prevent the sale of adulterated wines. But the Hepburn-Dolliver bill is a very different measure, as will be gathered from the following summary of its scope and purpose in a recent special dispatch from Washington to the *San Francisco Call*:

"The Hepburn-Dolliver bill is fathered in the House by Mr. Hepburn, and in the Senate by Mr. Dolliver of Iowa. Should it become law it would empower any State to stop the importation of California wines as well as all other liquors, across its borders. It is an Iowa measure—an attempt on the part of that State to do away with the liquor traffic as it is carried on in 'the original package.' Iowa has a prohibition law. Liquor being sent to purchasers living within that State from dealers in other States, action was brought, and the State Supreme Court said it was unlawful. The United States Supreme Court reversed this ruling, holding that, except as checked by act of Congress, interstate commerce was free. In 1890, the Wilson bill was passed, to give the State the right to prevent the sale of liquor in the original package. The bill failed of the desired effect—that is, it failed to keep liquor out of the State, for while it became unlawful to transfer title to the original package by sale, it was still lawful to deliver to the consignee, and the number of consignees simply multiplied.

"The intent of the Hepburn-Dolliver bill is simply to enable the Legislature of any State to forbid by law the importation of liquor. Under its provisions a State may stop at the line and confiscate any wines or other liquors consigned to an individual within its borders, and may regulate the importation otherwise by the levy of taxes.

"The House Judiciary Committee, to which the bill was referred, has listened with patience for many days to arguments on both sides. Temperance organizations have called orators for the purpose from long distances and many directions throughout the United States. Brewers' organizations and others have spoken against the bill. A number of women have spoken on both sides. Dr. Mary Walker and Phoebe Cousins are among those who opposed it. The hearings have been enlivened by charges made by opponents of the bill that its champions had without warrant used the frank of members of the committee to circulate literature calculated to create public feeling in its favor. Some surprise is expressed that no representative of California's wine interests has spoken a word in the controversy. Representative Gillette, who is on the committee, is opposed to the bill."

MR. PERCY MORGAN'S VIEWS.

Mr. Percy Morgan, President of the California Wine Association, when questioned as to his views on the subject, had the following to say:

"All California wine producers are heartily in favor of the pure food bill introduced by Mr. Hepburn, and known as House bill No. 6295; but they are, and should be, earnestly opposed to the bill also introduced by Mr. Hepburn, and known as House bill No. 4072. There has been a great deal of confusion in the minds of many people as regards these two measures, both having been introduced by Mr. Hepburn, and both being, therefore, known as 'the Hepburn bill.' The pure food bill (No. 6295) is a measure which the California wine interests have been vigorously advocating for many years, in co-operation with Dr. H. W. Wiley, Chief of the Bureau of Chemistry of the Agricultural Department at Washington. This bill will prevent adulterated wines being sold under the guise of pure wines, and if it, or the substitute measure which has been presented in the Senate by Senator Hepburn, should become law, it will undoubtedly be greatly to the benefit of the pure California product. The effect will be to limit the consumption of the faked and spurious wines which have been placed on the Eastern

market, and consequently to increase the consumption of pure wines, whether made in California or by Eastern wine growers.

"With regard to the Hepburn-Dolliver bill, however, it would appear to be a measure, introduced at the behest of virulent prohibitionists, who seek to enable the Legislature of any State to forbid by law the importation of wine or any other liquor, and to confiscate on the border any wine or other liquor consigned to a party within the State. It also confers the power to regulate and practically prohibit by high taxation the importation and commerce in such liquors. This, of course, might mean the virtual extinction of the California wine industry, for State after State could pass bills which would place such heavy taxes upon interstate commerce in wine as would effectually extinguish its sale in those States. The consumption would thus become so limited as to make the growing of grape crops on any large scale in California unprofitable. Protests have been forwarded to Washington by a number of the commercial bodies of California, and also by individual vineyardists, calling attention to the injury which would be done to the grape-growing industry if such a bill became law.

On the 27th of February this company dispatched the following telegram to Representative J. A. Gillette, who is a member of the committee which has had the measure under consideration."

"Our attention just been called to H. R. bill No. 4072. Please request California delegation to use all influence to defeat it, in the interest of over eighty million dollars which their constituents have invested in the California grape-growing industry."

COGENT CRITICISM BY MR. A. SBARBORO.

Mr. Andrea Sbarboro, secretary of the Italian-Swiss Colony, riddled the bill with effective criticism when asked for his opinion. He said:

"The Hepburn-Dolliver bill is a prohibition measure pure and simple. It is clearly unconstitutional, and even if it were not, it would be very dangerous to our united Country. If Iowa can prohibit California wines from entering her State, California would naturally have the same privilege to exclude any of the products of that State which might compete with California industries. Any State in the Union might thus prevent some article entering its borders from any other State. This would revolutionize interstate commerce, and tend to divide the Union for the preservation of which so much precious blood and treasure has been spent.

"If the true temperance societies really want to abolish the curse of drunkenness, why do they not apply the only genuine remedy, and that is the education of the American people to drink light table wines at their meals, thus obviating the desire for stronger beverages between meals. The example set by France, Italy and Spain, where every man, woman and child uses wine at the table, and where drunkenness is almost unknown, should be adopted by the inhabitants of this country. This could be materially assisted by the removal of all licenses for the sale of pure grape wines.

"The Manufacturers' and Producers' Association, of which I am President, forwarded a dispatch to each of the California representatives at Washington, urging them to vote against the obnoxious measure."

MR. C. J. WETMORE'S OPINION.

Mr. Clarence J. Wetmore, of the Wetmore-Bowen Company, when questioned on the subject of the Hepburn-Dolliver bill, remarked that he would prefer to read the bill through before expressing decided views upon it. However, if the scope of the measure had been correctly stated in the newspaper digest which had been published, he agreed that it constituted a serious menace to the California wine industry. "If the bill confers upon any State the power to absolutely exclude our wines it is a very injurious measure, and no effort should be spared in the endeavor to defeat it," Mr. Wetmore remarked. "The wine men should get together and make a united protest. Viticulturists of the Eastern wine States, Ohio, New York, and others, should also do something to prevent the bill from becoming law, for they are affected just as severely as we are.

But I do not think such a bill as that has any chance of going through Congress. Even if it is constitutional, it is a measure so harrassing and restraining to interstate trade that the good sense of members should be sufficient to defeat it."

As we go to press a dispatch announces that on March 25th the House Judiciary Committee authorized a favorable report on the Hepburn-Dolliver bill. However, an amendment was adopted stipulating that the bill should not apply to persons receiving interstate shipments of liquor for their own personal use.

Western and Eastern Wine Growers.

MORE recent dispatches from the East would indicate that the newly formed American Wine Growers' Association—organized in New York—to which reference was made in our last issue, does not propose, as was at first threatened, taking up an attitude of open hostility to California wine producers. The following telegram, dated Washington, March 7th, appeared in the *San Francisco Chronicle* early this month:

"The American Wine Growers' Association, which has been formed, with headquarters at New York, is a result of the Bell Pure Wine Bill, and favors the use of sugar in the manufacture of wines, this being absolutely necessary in the East, where grapes are low in saccharine properties. The association has declared strongly in favor of pure wines, however, and will favor a law to prevent adulteration and misbranding.

"A few days ago L. J. Vance, F. N. Randall and G. E. Rickman, officers of the new association, visited Washington to confer with Representative Bell. This resulted in a better understanding of the Bell bill, and will pave the way for harmonious action toward pure wines, but Bell would make no concessions as to the use of sugar without consulting his constituents in California.

"It was agreed that early in the spring representatives from California and the East should meet and, if possible, agree upon a measure fair to all sections. As a basis of such joint committee, it was suggested that California send three representatives, one from the large corporations, one from the independent manufacturers and a third from the growers, and that the East select three, one from New York, one from Ohio and one from the South. There seems to be an earnest desire among wine men to join hands with California in the fight against their common enemy—the maker of spurious wines."

The expressed willingness of the Eastern wine men to meet representatives from California and discuss the Bell Pure Wine Bill evinces some disposition on the part of the new organization to recognize that California, the great wine growing State of the Union, has at least the right to be heard in matters appertaining to the American wine industry. Such a conference as is now suggested was urged in the columns of this paper two months ago by Mr. Paul Samuels, of Samuels Bros. & Company, of this city. No doubt differences as to details could be amicably adjusted at such a meeting of the representatives of the industry from both sides of the continent. The desire of the association to join hands with California in the fight against the maker of spurious wines will be reciprocated earnestly and honestly by the wine men and viculturists

of this State. The Eastern men would, however, have given an earnest of their sincerity in this matter if they had included some representatives of the California wine industry on the committee.

But on the question of the use of sugar in the manufacture of wines, the attitude of California is and must be one of no compromise.

It is reported in the dispatch that Congressman Bell told the association that he would make no concessions as to the use of sugar without consulting his California constituents. When he does this, Mr. Bell will simply gain further proof of a fact with which he is already sufficiently acquainted, viz., that those engaged in the wine industry in California are practically unanimous in their opposition to the use of sugar as the basis of the manufacture of wines. The feeling throughout this State is that wine to be classified as "pure" should consist simply of the juice of the grape. From that attitude, there will be no deviation, and a conference between representatives of the East and West will serve to convince the former of this fact. If the American Wine Growers' Association was formed merely to cloak an attack on the principle of pure wine, as embodied in the Bell bill, then the organization is bound to be defeated in its object. If, on the other hand, the intention of the association is to bring about harmonious relations between the Eastern and Western growers, to the end that concerted efforts be made to foster the industry in the interests of all sections, the good wishes of everybody in the trade will go with the new organization.

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

TELEPHONE MAIN 5716

San Francisco, California



LOS ANGELES DEPARTMENT



LOS ANGELES, March 22, 1904.—Now that the Anti-Saloon League has given out authoritatively that it will close all the saloons in Los Angeles, the liquor interests are beginning to realize the necessity of getting together and preparing for the onslaught. Heretofore it has been difficult to unite the liquor interests in any movement for their common good, and recently certain dealers among them have been so radical in their demands as to lose much public sympathy. Among the first-class retail dealers there has been for a long time a feeling that certain persons were injudicious in taking steps that were sure to cause the antagonism of the general public. An attempt to force an extension of the zone in which saloons are permitted is denounced by conservative liquor men as rash and sure to result in a loss of public sympathy. As one of the principal wholesalers and retailers of the city said the other day:

"There is no city where the liquor interests are so well protected as in Los Angeles, and any attempt on our part to get more privileges is sure to be fatal. The breweries are at the bottom of this attempt to enlarge the number of licenses permissible and extend the area of the portion of the city where saloons may be opened, and they will see their folly. All owners of first-class houses are satisfied with present conditions and limitations, and we look with alarm upon the efforts of the brewery interests to effect radical changes. I don't think it possible to make Los Angeles a prohibition city, though I am willing the experiment should be made for a year, but the unwise agitation in our own ranks simply gives encouragement to the other side."

One straw worth watching is the fact that the Anti-Saloon League has ventured all alone to put the liquor interests out of business, ignoring the W. C. T. U., the Prohibitionists, the Murphyites, and the Good Templars, whereat all those organizations take offense and declare they will be merely spectators in the spectacular fight. This circumstance affords hope to the liquor interests that they are not in so much danger, especially as the bulk of the business interests in all lines is not in sympathy with any attempt to make Los Angeles a "dry" town. Still, Los Angeles is a peculiar kind of a place, and frequently "slops over," so it is pretty hard to tell what it would do on a general vote.

Even Francis Murphy is not in sympathy with the Anti-Saloon League, for he said in a recent lecture: "Some people are always pounding the men who sell liquor; but I say if you don't want them to prosper stop buying their goods." Other temperance workers feel they have been fooled by E. S. Chapman's league, which concluded to inaugurate a campaign all alone, thereby claiming the credit of the initiative.

F. A. McCoy's efforts to extend the saloon limits of Los Angeles by seeking permission to open a place on the south side of Ninth street, which is the boundary line of the interdicted district, was not successful. The police commissioners ruled that no extension of the zone would be permitted.

J. L. Pavkovich, a local real estate and mining broker, who has a winery at Declez, near Ontario, fell afoul of the

revenue officers for having in the cellar of his winery 247 proof gallons of brandy on which the tax had not been paid. The amount due was \$272.25. Pavkovich claims a discharged distiller "put up a job" on him. The case was compromised with the Government.

San Pedro trustees are suspected of holding an intention to increase the monthly saloon license from its present figure, which is \$45.

General C. F. A. Last, wholesale liquor dealer, is one of the incorporators of a new savings bank.

F. F. Wingard, the Long Beach druggist who has had lots of trouble with the spotters who seek violators of the liquor ordinances in that radical town, has secured from the board of supervisors the right to sell drug store whiskey at Downey. John T. Rice also has received a license to do business at Downey.

T. J. Kirby, well known to the liquor trade by reason of his long connection with a wholesale house, has resigned his position in the City Treasurer's office because of an unfortunate fall by which he crippled his only hand. He will engage in the jobbing business.

At the next municipal election Riverside is expected to vote upon high license as opposed to prohibition. Even the strongest temperance people in the city, whether they keep a well stocked sideboard or not, realize that the present law is a failure as a means of preventing drinking, and they are inclined to advocate an experiment in high license.

Changes in the liquor laws are considered by the Council, which will compel the police commission to more severely punish infractions of the ordinance. Several Eastern cities have provisions that members of the Council think might to advantage be incorporated in our liquor laws. The least technical of the provisions are those declaring that no license can ever be granted to a man who has had his license revoked, and that no saloon keeper can have in his employ any man who has ever been convicted of violating the city ordinances.

W.

COSMO MORGAN LOS ANGELES

Commission Merchant

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CALIFORNIA WINE ASSOCIATION
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Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

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THE REASONS ARE PLAIN:

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San Francisco, Cal.



Draining Fresno Vineyards.

THE vineyardists of the Fresno district will read with pleasure the announcement that a plan to relieve them of the surplus water from the irrigation canals which has practically drowned out many of them has been declared perfectly feasible. According to an article in the San Francisco *Chronicle*, this is the verdict of Expert G. C. Elliott, of the United States Department of Agriculture, who has been investigating the problem. During the last two years leakage in the canals has allowed such an escape of water through seepage that the water plane underground has risen almost to the surface. This has had the effect of rotting the roots of plants and limiting the productive depth of the soil. Still worse, the percolating water has brought an excess of alkali, dissolved from the soil, up to the surface, where its contact with the vines has resulted in the destruction of entire vineyards and is threatening the country for thousands of acres. To the south of the city of Fresno there is a section of twenty-eight square miles which is urgently in need of help. Minute studies have been made of this section and also over a district of 300 square miles. The experts have found it necessary to plan for nearly 100 miles of special drainage ditches and pipes, costing hundreds of thousands of dollars, but the outlay is not considered heavy when the

value of its services to the afflicted districts is considered. The experts are now ready to make definite recommendations to the fruit growers of Fresno.

The report that has been prepared says that the readiness with which the soil water has been found to distribute itself and maintain itself in Fresno soil indicates that if the land is kept in a drained condition at a depth of from five to eight feet, much of the alkali now concentrated near the surface may be redistributed throughout the soil above the drains, as well as removed by drainage water.

The teetotal races are sinking more and more into subjection. Now, as ever, it is the drinking people that lead the progress of humanity. The Jews drank and gave us monotheism. The Greeks drank and gave us art and literature. The Romans drank and gave us law. The Teutons drank and gave us liberty. Britain has drunk (not always wisely) and established commerce. What have the teetotal races done for the betterment of the world?—*St. James' Gazette.*

LASH'S BITTERS
TONIC LAXATIVE

Experimental Work in California.

MR. GEORGE C. HUSMANN, who is in charge of the viticultural investigation division of the United States Department of Agriculture, Washington, D. C., has been in California for three weeks, and will remain in the State for the next two months, in connection with the planting of vines at the nine experimental stations which have been selected for the purpose. Last fall Mr. Husmann visited the State and located the stations. He is now superintending very extensive and important operations in the way of experimental plantings, and the work is bound to be of the utmost benefit to the grape-growers of California.

The wide scope of Mr. Husmann's operations is a direct result of the increase of the appropriation by Congress for the study of vine diseases on the Pacific Coast from \$5,000 to \$12,000. The expenditure of this money is within the discretion of the Secretary of the Department of Agriculture. It remains with the vine growers of California to use what influence and pressure is available to have the whole of the money expended during the year. There is certainly ample room for experimental work that would cost all of \$12,000. This is a direction in which the newly formed vine-growers' club might do good service. There is not much in having \$12,000 voted to the work of fighting the diseases that infest some of the vineyards of this State if only half of it is expended.

The work now being undertaken by Mr. Husman is most important. Of the nine experimental stations at which plantings are to be made, three consist of 20 acres. These three are located as follows:

1. At Oakville, Napa County.
2. At Fresno, Fresno County.
3. At Cucamonga, San Bernardino County.

At each of these three locations the Government has reserved absolutely to its own use, under terms of a lease with the owners, 20 acres of land. It is the intention to make collections of viticultural specimens from all parts of the world—both resistant and vinefera—and to test them at these stations as to their special fitness for cultivation in particular districts.

In addition there are six experimental stations of 10 acres each, at which it is proposed to go into the problems of climatic conditions, congeniality, etc., in connection with the different varieties of vinifera and resistant stock. These smaller stations are located at the following places:—

Geyserville,
Sonoma,
Lodi,
Mountain View,
Livermore,
Concord.

Mr. Husmann began his work in the State on the occasion of his present visit by making a call at each of the experimental stations, leaving orders for the preparation of the land for the planting of the vines. Last Monday he went to Cucamonga to superintend the planting. From there he jumped to Fresno, and is working northward so as to cover the whole State. Last year 4½ acres were planted at Oakville, and a similar sized plot at the Fresno station. The area under cultivation at these stations is now being increased to about ten acres in each case. At Cucamonga

between nine and ten acres will be planted. At the six small stations between 60 and 80 different varieties of resistant stock will be planted in checks of ten vines of each variety, under as uniform conditions as possible, so as to bring out their comparison and contrasts.

Speaking on the subject of the experimental stations to a representative of the PACIFIC WINE AND SPIRIT REVIEW, Mr. Husmann said:

"As these stations progress and as the vines reach an age at which conclusions can be drawn, information will be available that will be of direct interest and assistance to viticulturists throughout the Pacific Coast, and we are anxious to get in close touch with them, helping them with cuttings of vines from the vineyards. Such cuttings will be furnished absolutely free. All that is asked by the department is that all parties to whom cuttings are given, shall in return furnish reports as to what success they have with the varieties sent them.

"In the vines that we are now planting at the nine experimental stations there will be representatives of probably 400 to 450 vinifera varieties and between 350 and 450 varieties of resistant stock. While I am at the different vineyards seeing all this work carried out, I shall be very glad indeed to meet the residents who are interested in the culture of vines and talk over with them matters of interest. Any suggestions that may be made as to the best method of expending the \$12,000 that has been appropriated for the study of diseases of the vine on the Pacific Coast will be welcomed and given every consideration."

No Complaint, But?

WE, who were nursed amid the glorious vineyards of old Europe, have no cause for complaint that on the sunny slopes of California wine should now be produced there, because to the redeeming opulency of liquor discovered in the American *rupestris* and *riparia* the ancient vineyards of France, Spain, Portugal, Germany and Italy owe their preservation, says the American correspondent of the *London Wine and Spirit Gazette*. But if to the American wild vine we unhesitatingly acknowledge so valuable an assistance, we would willingly be allowed to continue expressing our gratitude without being forced to condemn as energetically as possible the threatened destruction of our wine trade in America. We do not and should not object to the production of wine and spirit outside of Europe; we will admit, as others have done before, that "imitation is the sincerest form of flattery" when applied to morals, minds and manners, but when it descends to the criminal reproduction of another man's title deeds, possessions as represented by trade-marks, brands and descriptions, the English vocabulary is insufficient to describe our detestation of such grave and vile conduct. If the governments of wine and spirit producing countries were to devote half as much time to the welfare of these important national industries as they contribute to their oppression, if not suppression, it would not only redound to their credit, but it would conduce to the health of the people, and, therefore, to the manifest advantage of the commonwealth."

California Wine Producers Misrepresented.

A STUDIED but undisguised attempt has been made for many months past on the part of some journals in New York which depend upon Eastern wine interests for their principal support, to foment a controversy between Eastern and Western wine makers, and by maliciously untruthful statements to put California producers in a false light. The end these journals seem to have in view is to convince their readers that the wine producers of this part of the country are the opponents of pure wine legislation, and that great quantities of spurious wine are made in California, while the wine makers of the Eastern States produce nothing but the pure article. This is notoriously opposed to the ascertained and well-known facts of the case. Of course the reason for the line of action adopted by the journals referred to is apparent. Their desire is to please the wine manufacturers of the East, from whom they derive their subsistence. This is a very laudable object, but what we object to is that it should be pursued by misrepresenting the wine producers of this coast. The fact that the principal support for the pure food bills and the pure wine bill introduced by Congressman Bell has come from California, while on the other hand the greatest opposition to these bills is being manifested on the part of Eastern wine manufacturers, demonstrates which of these interests has been consistently sincere in advocating pure wine measures. In connection with this matter a prominent wine concern in California is in receipt of a letter from Dr. Wiley, chief of the Bureau of Chemistry in the Agricultural Department at Washington, from which the following is an extract:

"I hope the battle which we are making for correct labels and pure contents will finally be won, and that all food products of every description shall go to the consumers of this country under their proper labels and names. I appreciate the good work which you are doing in endeavoring to bring about this much-to-be-desired result."

In response to a question whether Dr. Wiley would object to having this statement of his used to show the sincerity of the work which California wine men have done in the promotion of pure wine legislation, he replied:

"I am sure it will be a pleasure to have you use my letter in any way except an advertising way to show to your friends that we have always believed here, and still believe, that your efforts in the direction of pure food legislation are not only vigorous, but sincere and constant."

This would appear to be irrefutable evidence that the attacks which have been made by certain Eastern wine papers on the California product are inspired by other motives than those of truth and justice.

Another example of the bad faith which characterizes many of the references to the California wine industry may be alluded to. An article appeared last month in the *New York Wine Press*, alleged to have been written by "a well-known wine grower" of Nevada City, which, by the way, is not a district where any quantity of any kind of wine is made, purporting to describe the manufacture of sugar wine in California. The lucubration goes on to say that Hawaiian sugar, worth, perhaps, two cents a pound, is used as the foundation for the sugar wine. There is much virtue in that "perhaps." If the reliability of the remainder of this article is on a par with the statement that Hawaiian sugar can be purchased for two cents a pound, it is not worth one moment's consideration. An investigation of the

market prices will show that Hawaiian sugars average about twice that price, and are, in fact, made the principal basis for the refined sugars used on the Pacific Coast. It is plain that the article was evolved out of the mind of a man who has very little real knowledge whatever upon the subject.

James H. Borland In New Position.

ELSEWHERE in this issue James H. Borland, for many years Pacific Coast Manager of the National Surety Company, announces his retirement from that position and his affiliation with the United States Fidelity and Guaranty Company. The Pacific Coast Department of the latter institution is now under the direction of Borland, Robertson & Hall, with offices in the Crossley Building. By reason of his abilities and popularity, Mr. Borland built up a fine line of business for the first-named company, and he naturally expects the bulk of it to follow him in his new capacity. In the internal revenue business, Mr. Borland is acknowledged to possess exceptional qualifications, and there is every reason to believe his many friends will take the trouble to locate him when they have any business to transact that comes within his province.

Mr. Alex L. Semple, vice-president of C. P. Moorman & Co., of Louisville, called at the "Review" office during his recent visit to this city. Upon his departure it was announced that in the future the J. H. Cutter whiskey would be handled through the agency of Messrs. Sherwood & Sherwood of San Francisco. For a half hundred years these goods have maintained a high standard and enjoyed a great demand on the coast. Messrs. Sherwood & Sherwood are to be congratulated upon securing the agency of such a valuable brand.

HELLMANN BROS. & Co.

AGENTS FOR THE PACIFIC COAST FOR
AYALA CHAMPAGNE



12 Front Street

San Francisco

PHONE MAIN 414

California Wines and Reciprocity.

THE subjoined extract from the report adopted at the annual meeting of the American Protective Tariff League, dealing with the subject of reciprocity, hits the nail precisely on the head:

"Reciprocity in competitive products is unsound in principle, pernicious in practice and condemned by experience. It is contrary alike to the national policy of protection, to the fair treatment of domestic producers and to friendly relations with foreign countries.

"It is neither ethical nor economical, since it seeks to benefit some industries by the sacrifice of others. Reciprocity in competitive products is the policy of favoritism. It tends to array industry against industry, section against section, at home, and to foment commercial retaliation and plant antagonism abroad. The true American policy is the protection of all the opportunities and possibilities of the American market for American enterprises, and fair, equal trade treatment for all other countries."

California wine growers engaged in the export trade are able to quote their own case in demonstration of the absolute truth of these remarks. There is in Cuba a market for 6,000,000 or 7,000,000 gallons of wine annually. Under the reciprocity treaty this is turned absolutely over to Spain. California is shut clean out of the market. The industry has, in fact, been sacrificed in order that other industries in the East might benefit. As the demand in Cuba for wine was growing, this is a heavy blow to the California wine producers.

Wine Production of America.

AN unaccountable error regarding the wine production of America has been published by the French viticultural journal, *Le Moniteur Vinicole*, and republished in *Ridley's Wine and Spirit Trade Circular* of 12th of February. Both the publications mentioned give a tabulated statement showing the quantity of wine produced in 1902 and 1903 in the various countries in which the vine is to any extent cultivated. The United States production for 1902 is given as 6,050,000 gallons and that for 1903 at 37,400,000 gallons. The figures for the last mentioned year are approximately correct, but how two journals usually so well informed could have fallen into the error of stating that the 1902 yield was only 6,050,000 gallons, we are at a loss to understand. As a matter of fact, the production for that year was the greatest in the history of the industry, slightly exceeding 40,000,000 gallons. *Ridley's Wine and Spirit Circular* calls "special attention" to the supposed increase from six to thirty-seven million gallons, as between 1902 and 1903. Of course, such a thing is an absurdity. The truth is, as the correct figures we have quoted show, that there was a drop of several million gallons in the 1903 yield as compared with that of 1902. It might have been expected that more accuracy of information concerning the wine industry of America would be displayed.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

**"WHITE HORSE CELLAR"
SCOTCH WHISKEY**

FROM MACKIE & CO., ISLAY, SCOTLAND

California's Wine Display.

AN urgent appeal for funds for the California wine exhibit at the World's Fair has been addressed by Mr. Charles Bundschu, chairman of the committee having charge of the collection of the exhibit, to all vineyardists and others concerned in the industry who have not already contributed. The appeal, which is endorsed by Mr. Percy T. Morgan, President of the California Wine Association, is as follows:

"SAN FRANCISCO, March 2, 1904.

"DEAR SIR: The committee requested me to submit to you the statement that, in order to carry out the joint exhibit of the viticultural interests of California at the St. Louis World's Fair, more funds are needed.

"I hereby inclose copy of the subscription list, indicating that not alone merchants and distributors of wine are taking an interest in this demonstration, but also producers and vine growers, and others financially affiliated with the industry.

"The opportunity presents itself to our vineyard owners for a joint effort to proclaim their progress and importance to the world! This should be done in a dignified and impressive form.

"I see no reason why parties owning hundreds of acres of vineyards in this State should not give financial support towards a joint representation of the industry at the World's Fair. The earning capacity of their investment depends largely on the efforts directed towards the intro-

duction, sale, distribution and popularizing of their products.

"The anticipated liberality of the State Commissioners has been somewhat restricted, as many other factors are depending on their support. They originally intended to give us more aid, but unforeseen emergencies arose, which seem to make it impossible. One of them is the exorbitant amount of freight being exacted by the railroad companies for transporting the exhibits to and from St. Louis.

"We need at least \$2,000.00 more to finish the exhibit modestly, but in such a way that every Californian may be proud of it.

"The committee appeals to you for a liberal subscription, believing that your interests are such that you should rather consider it a good investment, which will ultimately benefit California and bring you good returns. No intelligent vineyardist or wine maker should miss the opportunity to show his good will and his loyalty in proud anticipation of the future of the industry in which he is engaged.

"Trusting that you will not hesitate to decide, without delay, in favor of liberal support of the proposed 'Golden Wine Exhibit of California,' I remain,

"Yours very sincerely,

"CHARLES BUNDSCHU,

"Chairman St. Louis Joint Viticultural Exhibitors of California.

"I cordially endorse this.

"PERCY T. MORGAN,

"President California Wine Association.

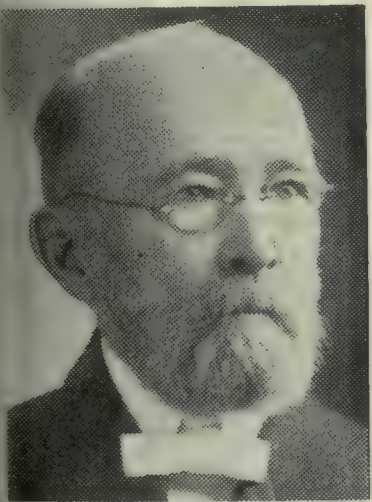
The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

Of the Franklin Circuit Court, April 9, 1891 (Excerpt)

Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY,

and from representing or describing any of their whiskies as

TAYLOR WHISKEY,

either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, or any way whatever."

(INCORPORATED)

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct
supervision of the United States
Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one **OLD TAYLOR** Distillery in Ky.

There is but one **Old Taylor** Whiskey Distilled in Ky.

Government Liens on Whiskey in Bond.

REPRESENTATIVE NEVIN of Ohio has introduced a bill in the House which is of particular interest to distillers. It provides "that where the property of a person engaged in the manufacture of distilled spirits, and on which the United States has a prior lien, becomes a lien under a judgment, execution, attachment, mechanic's or other lien, and if such lienor, when requested, refuses to give his written consent, that the lien of the United States shall have priority over such incumbrance, the collector may be authorized to accept, in lieu of the written consent of the lienor, the bond of such distiller, conditioned that in case the distillery by final judgment shall be forfeited for violation of the law or be liable for the taxes or penalties due the United States, the obligors shall satisfy such lien upon notice of the collector."

The last copy to hand of *The Wine and Spirit Gazette*, of London, is the thousandth issue of that publication. We congratulate our contemporary upon the attainment of this mark in its successful and eminently useful career. *The Wine and Spirit Gazette* has, as it fairly claimed, always done its level best "to sustain and maintain the honorable position, history and traditions of the wine and spirit trade."

Liquor Revenue of New York.

SINCE the New York Raines law has been in force the net receipts have been \$98,176,122. Of this there has been paid into the treasuries of the cities and towns of the State, operating to the reduction of local taxes, \$62,268,819.90; and in addition there has been paid into the State treasury for support of the State government and abatement of State taxes, \$35,907,302.10.

LABELS!

LABELS!



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San Francisco, Cal.

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THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so viz. 80% finest selected rye & 20% best rye mat.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
**NATURAL
MINERAL WATER**
BARTLETT

The best
in the world

For the cure of
**CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES**

As a bar or table water
it has no equal.

QUALITY SPEAKS FOR ITSELF



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“FOR THE HOME AND CLUB”

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.

WINE AND BRANDY EXPORTS BY SEA

From February 25, 1904, to March 25, 1904.

WINE.

TO CENTRAL AMERICA.

of Pan'ma	San Jose de Guat.	Ti Hang Lung Co.	15	15
"	"	C Schilling & Co.	"	186
"	Acajutla.	"	"	1 000
"	Bahia.	"	"	454
Memphis	Champerico	Leo Metzger & Co.	"	80
"	Amapala.	L F Lastreto.	"	737
capulco.	Acajutla.	"	"	51
"	Corinto.	"	"	54
"	La Union.	"	4	322
"	"	C Schilling & Co.	"	632
"	Acajutla.	"	"	302
"	Pumaco.	"	"	179
"	Corinto.	"	"	6,000
"	Panama.	"	"	80
"	Champerico	"	"	520
"	San Jose de Guat.	"	"	52
"	"	Italian-Swiss Colony	"	800
"	"	California Wine Association.	"	587
"	La Union.	"	"	50
"	Champerico.	A Repsold & Co.	"	459
"	Acajutla.	Gundlach-Bundschu Co.	"	489
eru	Corinto.	Italian-Swiss Colony	"	150
"	"	California Wine Association.	"	80
"	Champerico	G A Moore & Co.	"	158
"	San Jose de Guat.	Urioste & Co.	"	274
"	"	C Schilling & Co.	"	510
"	Buenaventura.	"	"	80
an Juan	Amapala.	"	4	795
"	La Union.	"	"	1,720
"	"	L F Lastreto	"	132
"	Acajutla.	Heilmann Bros & Co.	"	813
"	"	E G Lyons Co.	"	564
"	"	Gundlach-Bundschu Co	"	120
"	"	California Wine Association	50	
Total			73	18,445
Value				\$3,062

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Panama	N York via Panama	C Schilling & Co.		23,784
"	"	French-American Wine Co.		4,528
"	"	Lachman & Jacobi.		14,160
"	"	Gundlach-Bundschu Co.		12,500
"	"	California Wine Association		11,750
"	"	Italian-Swiss Colony		5,300
Acapulco	"	Sutter Home W & D Co.		250
"	"	Berlinger Bros.		102
"	"	Lachman & Jacobi		16,235
"	"	Gundlach-Bundschu Co.		10,000
"	"	California Wine Association		31,000
Peru	"	"		29,900
"	"	L Corsiglia.		600
"	"	C Clavel.		5,000
"	"	C Schilling & Co.		13,000
"	"	Gundlach-Bundschu Co.		9,000
"	"	French-American Wine Co.		8,060
San Juan	"	Lachman & Jacobi		12,808
"	"	"		12,731
"	"	Olocca & Lombardi.		3,700
"	"	Italian-Swiss Colony.		1,500
"	"	French-American Wine Co.		2,600
"	"	California Wine Association		25,000
"	"	Gundlach-Bundschu Co.		7,500
"	"	Geo West & Son.		12,500
Total				273,508
Value				\$91,576

TO HAWAIIAN ISLANDS.

Santiago.	Honolulu.	65	3,385
Aloha.	"		1,510
Annie Johns'n	"		1,500
H C Wright.	Mahnkona		10
Alameda.	Honolulu	20	2,550
Falls of Clyde	Hilo		7,120
Amy Turner	"		5,526
Sierra.	Honolulu.		2,188
Coronado	"		5,234
Siberia.	"		1
Total		85	29,024
Value			\$13,665



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Enormous Gain in Importations

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MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO



TO MEXICO.

Panama	Mazatlan	W Loaiza & Co	51
"	Manzanillo	"	51
"	"	Maldonado & Co	52
"	"	California Wine Association	100
Memphis	Tonola	W Loaiza & Co	119
"	Salinas Cruz	Madera Vineyard & W Co	24
"	San Benito	B Frapelli & Co	412
"	"	Thannhauser & Co	200
"	"	Italian-Swiss Colony	200
Acapulco	Acapulco	Urioste & Co	250
Quisco	Altata	California Wine Association	360
"	Mazatlan	"	305
"	"	B Cuneo & Co	28
"	"	B Frapelli & Co	140
"	Guaymas	"	453
"	"	Bertin & Lepori	30
"	"	Italian-Swiss Colony	411
"	"	Gundlach-Bundschu Co	776
"	Mazatlan	"	899
"	"	Thannhauser & Co	111
"	Guaymas	"	61
"	"	W Loaiza & Co	480
"	Mazatlan	"	708
"	Altata	"	60
"	"	Maldonado & Co	565
"	Mazatlan	"	560
"	La Paz	"	277
"	"	Progress Mining Co	47
"	Ensenada	Sherwood & Sherwood	73
"	"	California Wine & Brandy Co	174
"	Manzanillo	W Loaiza & Co	188
"	"	C Schilling & Co	26
"	Acapulco	California Wine Association	300
"	"	Maldonado & Co	513
"	San Blas	"	100
San Juan	San Benito	Bertin & Lepori	39
Total			24 9,114
Value			\$5,026

TO PHILIPPINE ISLANDS.

Doric	Maula	California Wine Association	750
Algoa	"	"	507
Total			1,257
Value			\$452

TO BRITISH COLUMBIA.

Cy of Pueblo	Victoria	D De Bernardi & Co	10
"	Vancouver	Gundlach-Bundschu Co	50
"	"	Napa & Sonoma Wine Co	30
Umatilla	Victoria	R Petri & Co	50
Cy of Pueblo	"	D De Bernardi & Co	10
"	"	Pacific Coast SS Co	100
"	Vancouver	"	50
"	"	Gundlach-Bundschu Co	50
"	"	Napa & Sonoma Wine Co	30
"	Nanaimo	C M Mann Co	28
Umatilla	"	Farnsworth & Rugles	10
"	Roseland	Schlessinger & Bender	10
"	Victoria	D De Bernardi & Co	3
"	Vancouver	Strunsky W & L Co	1
Total			1 2,138
Value			\$92

TO JAPAN.

China	Nagasaki	Spohn-Patrick Co	51
"	Hiogo	Gundlach-Bundschu Co	50
"	"	California Wine Association	25
"	Yokohama	"	3,800
"	"	Italian-Swiss Colony	12
"	Kobe	"	50
Doric	Hiogo	California Wine Association	50
Siberia	"	Gundlach-Bundschu Co	50
"	Yokohama	Madera Vineyard & W Co	51
"	"	Lenormond Bros	15
"	"	B Arnold & Co	1,01
"	Kobe	Wetmore-Bowen Co	50
Total			50 7,432
Value			\$2,84

TO CHINA.

China	Hong Kong	Mailard & Schmiedell	90
Doric	Amoy	E G Lyons Co	228
Siberia	Shanghai	"	586
"	"	Hiram Walker & Sons (Ltd)	1,040
"	"	Getz Bros & Co	355
"	Hong Kong	Erllinger & Salinger	26
Total			2,334
Value			\$1,159

E. J. CURLEY & CO.

Camp Nelson Kentucky.

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BLUE GRASS

FIRE COPPER

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HAND MADE

*** SOUR MASH WHISKEY. ***

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY.

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E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO TAHITI.

Mariposa	Papeete	Gaffney Drayage Co.	200
"	"	J Pinet & Co.	27
"	Tahiti	O Schilling & Co.	185
"	"	Italian-Swiss Colony	3,668
"	"	California Wine Association	510
"	"	Gundlach-Bundschu Co.	1,577
Total			6,167
Value			\$2,826

TO SOUTH AMERICA.

Peru	Esmeraldas	O Schilling & Co.	146
Total			146
Value			\$73

MISCELLANEOUS.

Doric	Samarang	O Schilling & Co.	428
Iera. Cecilie	London	E Clemens Horst Co.	60
"	"	H Alexander	26,000
"	"	Italian-Swiss Colony	2,000
"	"	California Wine Association	16,230
"	Liverpool	Gundlach-Bundschu Co.	500
San Juan	Providence, R. I.	Beringer Bros.	52
Iberia	Singapore	M Adolph Cheek	29
Total			45,319
Value			\$15,547

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Y of P'n'ma	New York	O Schilling & Co.	131	
Sierra	Honolulu	Scatena & Co.	300	
Sierra	Sydney	E G Lyons Co.	6	
Curacao	Mazatlan	Haslett Warehouse Co.	208	
Iera. Cecilie	London	A Repsold & Co.	119	
Peru	New York	Crown Distilleries Co.	488	
Iberia	Yokohama	C Clavel	16,272	
Matilla	Kobe	C Schilling & Co.	216	
	Vancouver	F Chevalier Co.	52	
		Wetmore, Bowen Co	9	
		Strunsky W & L Co	8	
Total			17,741	
Value				\$12,140

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
British Columbia	Pascal, Dubedat & Co.	50 cs vermouth
"	Rothenberg Co.	62 gals blackberry brandy
"	M Erlenbach	2 cs fruit juice
Central America	Crown Distilleries Co.	4 gals gin, 20 gals alcohol
"	P J Knudsen	12 " tonic wine
"	"	292 " ginger ale, 20 gals liquors
"	"	12 " chartreuse, 4 gals cognac
"	"	45 " mineral water
"	L F Lastreto	151 " vermouth
"	E G Lyons Co.	7 cs liquors
"	"	65 " and 40 gals syrups
"	"	84 " and 493 gals liquors
"	Mattoon & Co.	20 bbls spirits, 150 gals cognac
"	Crown Distilleries Co.	9 gals porter, 2 cs ale
Hawaiian Islands	"	2 bbls spirits
"	"	12 gals ale, 72 gals porter
"	"	115 " gin, 6 cs mineral water
"	"	10 " syrups, 693 gals spirits
"	"	38 " cognac, 2 gals caromel
"	"	20 cs liquors, 18 gals bitters
"	"	1 bbl beer ext, 10 cs champagne
"	"	102 gals alcohol
Japan	Union Distilling Co.	20,000 gals alcohol
"	S P Co.	400 gals alcohol
"	Williams, Diamond Co.	10 cs grape juice
"	Goldberg-Bowen Co.	5 " mineral water
Mexico	Crown Distilleries Co.	49 gals cognac
"	Leo Metzger & Co.	1 cs mineral water
"	A Vignier & Co.	10 " vermouth, 10 cs absinthe
"	C D Bunker & Co.	30 " mineral water
"	Maldonado & Co.	21 " ginger ale, 51 cs min water
"	Wellman, Peck & Co.	4 " min water 5 cs ginger ale
"	W Loaiza & Co.	5 " ale, 1 cs liquors, 5 cs g ale
"	Haslett Warehouse Co.	5 " blackberry brandy
"	Urioste & Co.	62 gals mineral water
"	S Apac.	6 cs m water, 6 bbls sarsaparil
"	C A Hooper & Co.	3 " mineral water
"	Madera Vineyard & W Co.	6 " cognac, 1 cs bitters
Philippine Islands	Mack & Co.	6 " syrups
"	Pacific Oriental Trading Co.	7 bbls spirits
Other Countries	Jas F McCoy	5 cs mineral water
"	Louis T Snaw & Co.	2 bbls cider
"	E G Lyons	12 cs liquors
Total		496 Packages—22,917 gallons
Value		\$14,789

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
C'y of P'n'ma	San Jose de Guat.	Crown Distilleries Co.	53	
"	"	Hiram Walker & Sons	29	
"	Manzanillo	Haslett Warehouse Co.		28
Sierra	Honolulu	"		218
Doric	Yokohama	Crown Distilleries Co.	2	
"	Manila	Haslett Warehouse Co.	175	
Aloha	Honolulu	"	121	
Acapulco	Buenaventura	Crown Distilleries Co.	9	
"	San Jose de Guat.	"	67	
"	Acapulco	"	28	
"	"	Hiram Walker & Sons	57	
"	Corinto	"	19	
Curacao	Ensenada	"	50	
"	Altata	Haslett Warehouse Co.	79	
"	Mazatlan	"	99	
"	"	Maldonado & Co.	20	
"	Guaymas	"	10	
"	"	Crown Distilleries Co.		94
"	Altata	Leo Metzger & Co.	1	
Alameda	Honolulu	"	2	471
Umatilla	Vancouver	Haslett Warehouse Co.		129
Falls of Clyde	Hilo	"	22	
Amy Turner	"	"		348
Peru	San Jose de Guat.	Rhemstrom Bros.		210
"	"	E G Lyons Co.		84
"	San Blas	Maldonado & Co.	10	
"	"	Haslett Warehouse Co.	8	
San Juan	Acapulco	"	4	
"	Pauama	"		50
"	La Union	Crown Distilleries Co.	2	
"	San Jose de Guat.	"		24
"	"	Hiram Walker & Sons	57	
"	Champerico	L F Lastreto	12	
"	Amapala	P J Knudsen		18
"	Acapulco	E G Lyons Co.		19
"	La Libertad	"		53
Siberia	Shanghai	"	293	
"	"	Crown Distilleries Co.	66	
"	"	Hiram Walker & Sons	48	
"	Yokohama	F Chevalier Co.		18
Memphis	Manila	Haslett Warehouse Co.	286	
"	Champerico	"		25
"	San Benito	Crown Distilleries Co.	11	
China	Hong Kong	Thannhauser & Co.		47
"	Hankow	E G Lyons Co.	88	
"	Kobe	F Foster & Co.	2	
"	"	D E Frille		51
"	"	Haslett Warehouse Co.		44
"	"	"	10	
Umatilla	Shanghai	Crown Distilleries Co.	101	
"	Victoria	Haslett Warehouse Co.	50	
Total			1,891	1,931
Value				\$15,512

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EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTLE'D	PACK'GS BULK
C'y of P'n'ma	San Jose de Guat.	P J Knudsen.	20	
Doric	Manila	S P Co.	100	
Acapulco	La Union	California Wine Association	1	
"	Corinto	S F Breweries Ltd.	2	
Curacao	La Paz	W Loaiza & Co.	1	
Alameda	Honolulu		109	30
Falls of Clyde	Hilo		43	
Amy Turner	"		40	
"	Honolulu		50	
Mariposa	Tahiti	A H Lochbaum	3	
"	"	S F Breweries Ltd.	1	
"	Papeete	John Rapp & Son	3	
San Juan	Amapala	P J Knudsen	14	
"	Tumaco	Stockton Milling Co.	200	
Coronado	Honolulu		23	
Siberia	Tientsin	S P Co.	50	
"	Shanghai	Santa Fe R R Co.	120	
"	Singapore	M Adolph Cheek	8	
Memphis	Salinas Cruz	John Rapp & Son	12	
China	Hong Kong	S P Co.	350	
Santiago	Honolulu		37	
Total			1,397	30
Value				\$11,108

Imports of Beer by Rail.

MARCH, 1904.

Tillmann & Bendel (Anheuser-Busch) 500 bbls. bottled.
 Braunschweiger & Co. (Val Blatz) 500 bbls. bottled.
 Hilbert Mercantile Co. (A. B. C.) 520 bbls. bottled.
 P. J. Weniger & Co. (Mayflower) 130 bbls. bottled.
 T. W. Collins & Co. (Pabst) bottled beer, 475 bbls.; tonic,
 400 bbls.; bulk beer, 200 bbls., 100 hf. bbls., 325 qr. bbls.

A bill to prevent the adulteration of wine is before the New Zealand Parliament this session. The bill forbids the sale, etc., of any wine that is not wine as defined by the act, or to which any foreign substance has been added, or that contains less ash than 91.14 grains per gallon, or 1.3 grammes per litre, or any unfermented grape juice to which any foreign substance has been added. All bottles, casks, etc., are to be labeled or branded with the name of the wine and the name and address of the maker or bottler. The interpretation section gives definitions of wine, dry wine, sweet wine, sparkling wine, pure wine spirit and foreign substance, and a schedule names the substances that may be added to wine or to unfermented grape juice.

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 PALACE HOTEL, DEL
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 MAISON RICHE MAISON
 TORTONI, ETC., S. F.

D. P. ROSSI

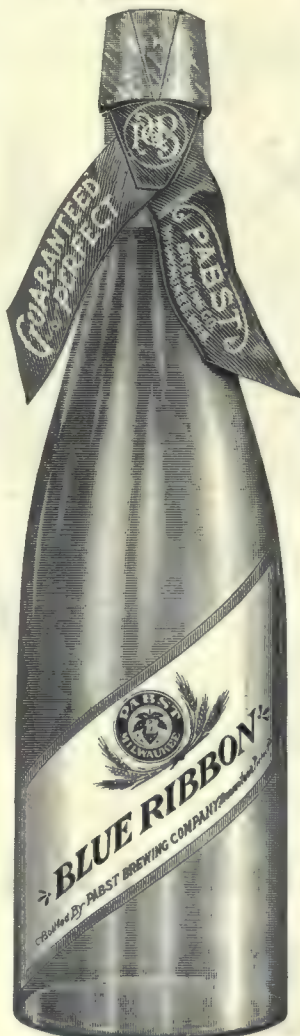
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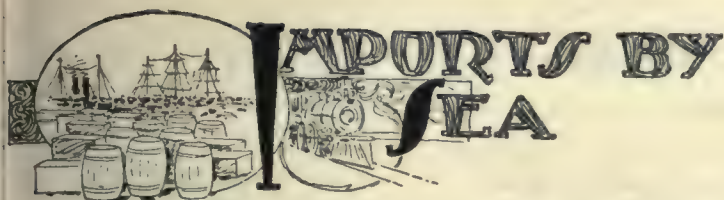
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GENERAL AGENTS

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IMPORTS OF WINES AND LIQUORS BY SEA.

MARCH, 1904.

FROM LIVERPOOL—Per ship "Naiad."

100 cases gin	P J Weniger & Co
5 hlds beer	Order
50 cases stout	"
200 " whisky	Macondry & Co
20 octvs sherry	Order
125 cases whisky	Wm Wolff & Co
30 octvs whisky	Order
10 " "	Charles Meinecke & Co
247 cases beer	Order
7 " mineral water	"
50 " whisky	"
2 " "	Chapman & Wilberforce
1 hhd " "	California Club
120 bbls ginger ale	Sherwood & Sherwood
10 cases ale	Order
15 " brandy	"
25 " apricot brandy	"
2 hlds whisky	Pacific Union Club
1 octv " "	J J Lawson
150 cases " "	Order
277 " " "	Chas Meinecke & Co
125 " beer	Order
100 bbls ginger ale	Goldberg, Bowen & Co
100 cases whisky	Order
25 " "	H C Campbell
50 " liqueur	Goldberg, Bowen & Co
710 bbls stout	Order
5 " ale	"
728 cases stout	"
250 " whisky	"
105 " gin	"
2 octvs whisky	"
50 cases " "	"
100 " gin	"

FROM LIVERPOOL—Per s.s. "Falls of Liverpool."

25 cases whisky	W H Campbell
10 octvs sherry	Order
2 hlds whisky	Pacific Union Club
200 cases " "	Macondry & Co
150 " " "	Order
105 bbls mineral water	Goldberg, Bowen & Co
302 cases beer	Order
7 " mineral water	"
50 " stout	"
5 qr csks whisky	C N Craig & Co
10 octvs " "	Order
1 case gin	"
150 " ale	"
135 " stout	"
175 " whisky	"
170 " gin	"
10 " rum	"
20 " brandy	"
400 " stout	"
70 " liqueur	W Wolff
100 " brandy	Order

VIA PANAMA—Per s.s. "San Juan"

100 cases wine	Order
----------------	-------

FROM ROTTERDAM—Per bk. "Marechal Devout."

330 cases gin	G W McNear
50 pkgs " "	"

VIA PANAMA—Per s.s. "Colon."

75 cases whisky	Order
50 pkgs absinthe	de Fremery & Co
1 case liqueur	Delsol

FROM VICTORIA AND VANCOUVER—Per "City of Puebla."

1580 cases whisky	Order
-------------------	-------

FROM VICTORIA—Per s.s. "Umatilla."

15 cases ale	Order
20 " stout	"

FROM LEITH—Per Fr. ship "Helena Blum."

140 cases gin	Order
110 " whisky	"

FROM ANTWERP—Per Brit. ship "County of Kinross."

600 cases appollinaris w't'r	Order
1200 " vermouth	"
420 " mineral water	"
50 " wine	"
55 " spirits	"

FROM ANTWERP—Per s.s. "Altair."

488 cases liqueurs	Order
100 " quina bitters	"
110 " benedictine	"
200 " Amer picon	"
285 " wine	"
1360 " mineral water	"
51 " " "	"
660 " absinthe	"
10 " kirsch	"
1075 " gin	"
53 " bottled beer	"
50 " whisky	"
100 " brandy	"
20 " fruit brandy	"
1 " orange bitters	"
1 " cordials	"
44 " wine	"
5 casks brandy	"
20 octvs wine	"
15 " rum	"
10 " cognac	"
4 butts wine	"
2 medias wine	"

FROM HONG KONG—Per s.s. "Clavering."

1627 cases wine	Order
-----------------	-------

FROM VICTORIA—Per s.s. "City of Puebla"

10 cases whisky	Order
3 " wine	"

FROM HAMBURG—Per s.s. "Anubis."

100 cases wine	Mack & Co
15 bbls fruit juice	Order
5 casks vermouth	Crown Distilleries
50 " " "	Louis Taussig
20 " " "	Order

FROM VANCOUVER—Per s.s. "Umatilla."

20 cases liqueurs	Order
10 " brandy	"

VIA PANAMA—Per s.s. "City of Sydney."

1 case absinthe	Fremery & Co
80 " liqueurs	Order
20 " cognac	"
196 " wine	"

FROM VICTORIA—Per s.s. "Senator."

10 cases ale	Order
8 " whisky	"

FROM HAMBURG—Per s.s. "Amasis."

1 cask whisky	D J Garrettsen
6 bbls sherry	Crown Distilleries

Hotel and Cafe News.

San Jose.—B. Bordi will build a hotel in Mountain View, Cal.

Santa Rosa.—It is understood the Bane Estate Co., owner of the Occidental Hotel property, has plans prepared for the enlargement and improvement of the hotel.

Ogden, Utah.—The Palace Hotel is rapidly nearing completion. Storer & Johnson will soon announce the date of opening.

Watsonville.—H. S. McNevin has sold the Hotel Edelweiss to W. Graham. Improvements will be made and the place will now be known as the Pajaro Hotel.

Vacaville.—Raleigh Barcar will build a frame addition 45 feet square to Hotel Raleigh.

San Deigo.—Restaurants must now serve no liquors in closed rooms. Only wine, ale and beer, served with meals, can be sold in restaurants.

Bakersfield.—Fogarty & Lindberg have leased the Arlington Hotel for five years from April 23, 1905, at \$358.34 monthly. Fred Tegler, late of the Grand Central at Fresno, will hereafter run the Southern Hotel here.

Stockton.—The Stockton Hotel Co. wants the Lafayette school site to build a 150-room hotel on.

SWEET WINE PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of February, 1904.		Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....		188	26,896.5
Brandy withdrawn from special bonded warehouse for fortification.....		20	5,281.4
Brandy actually used for fortification.....		220	35,864.9
			Wine Gals.
Port produced.....			31,075.47
Sherry produced.....			139,099.85
Angelica produced.....			
Muscat produced.....			
Tokay.....			316.28
Total sweet wine produced in February, 1904.....			170,491.60
FOURTH DISTRICT—Month of February, 1904.		Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....		117	23,020.4
Brandy withdrawn from special bonded warehouse for fortification.....			
Brandy actually used for fortification.....		109	20,626.2
			Wine Gals.
Port produced.....			24,397.36
Sherry produced.....			67,078.87
Angelica produced.....			
Muscat produced.....			
Tokay.....			
Total sweet wine produced in February, 1904.....			91,476.23

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of February, 1904.		Tax Gals.
Produced and bonded.....		12,928.7
Received from distillery, Fourth District, California.....		12,360.7
Received from special bonded warehouse, Fourth District, California.....		
Transferred from distillery to special bonded warehouse, Eastern districts.....		17,559.3
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....		18,636.7
Exported.....		
Tax-paid.....		40,835.7
Remaining in bond March 1st, 1904.....		1,343,883.9
FOURTH DISTRICT—Month of February, 1904.		Tax Gals.
Produced and bonded in this district.....		5,933.5
Transferred from distillery to special bonded warehouse, First District, California.....		12,014.1
Transferred from distillery to special bonded warehouse, Eastern District.....		1,862.0
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....		954.5
Exported.....		
Tax-paid.....		4,186.2
Remaining in bond, March 1st, 1904.....		405,800.8

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VINE GROWERS' CLUB FORMED

THE California Viticultural Club, an organization to be devoted to the advancement of all engaged in the culture of grapes in the State, was brought into existence last week, two meetings for the purpose being held at the Mechanics' Institute, San Francisco, on Friday and Saturday, March 25th and 26th. A large and representative body of vine growers took part in the proceedings, as will be seen from the following list of those present:

Percy T. Morgan, president of the California Wine Association, who signed the roll as president of the Great Western Vineyards Co.); Charles Bundschu, San Francisco; Andrea Sbarboro, secretary of the Italian-Swiss Colony; P. C. Rossi, president of the Italian-Swiss Colony; John Swett and Frank T. Swett, Martinez; Burton A. Towne, Lodi; A. Lillencrantz, Aptos, Santa Cruz County; G. H. Malter, Fresno; M. Wooster, San Francisco; Leopold Justi, Glen Ellen; G. M. Westcott, Concord; A. W. J. Gibbs, Gibbs, Santa Cruz County; R. T. Pierce, Santa Clara; J. B. Eliot, Martinez; Bismarck Bruck, St. Helena; R. Read, Martinez; C. F. Seitz, Healdsburg; Richard Wheeler, San Francisco; Joseph Voyle, Berkeley; Clark C. Bradford, San Francisco; J. A. Chisholm, Windsor; James Kelly, Martinez; D. H. Wittemore, Ilroy; H. Hooper, Wrights; R. L. Nougaret, Oakland; Joseph Voyle, Lameda; C. A. Wetmore, Stockton.

The meeting was the outcome of a circular drawn up by Messrs. John Swett and Frank T. Swett, Martinez; Noah G. Rogers, Los Gatos; M. Westcott, Concord; Burton A. Towne, Lodi, and John Markley, Eyserville. The circular contained the following:

Dear Sir: A small number of men who make their living by the culture of their vineyards have come to the conclusion, after comparing views, that the time has come when the grape growers of this State ought to make some effort to help themselves by means of some kind of organized effort.

The dangers that confront us, if not alarming, are very serious. The phylloxera we are holding in check by means of resistant roots, but we have yet much to learn about the adaptation of different kinds of resistant roots to soil and climate conditions, and about the affinity of different vinifera cuttings when grafted upon resistant roots.

We are menaced by a still greater danger in what is known as the "Anaheim," or "California Vine Disease," which has already destroyed any thousands of acres of vines, and is slowly making its way into vineyards which the phylloxera had spared. The disease has thus far baffled the investigations of scientific observers and of practical workers.

The viticultural department is doing all it can with limited means and still more limited staff, to aid us now, as it has done in the past; but the State University itself needs behind it the power of a large organized body of the men most directly interested in the preservation of the vine. Is it the part of wise men to sit down in our vineyards and cry aloud for State aid or Federal Government experts, while we make no concerted effort to help ourselves? These are the times that try men's souls; let us show that we can fight in self-preservation.

One annual meeting of two days will enable us to establish committees of correspondence and committees to urge County Boards of Supervisors to lend a hand in securing and paying for expert work.

At the annual meetings members can exchange views in an informal manner and give one another the benefit of their practical experiences. An organization like this might be known as "The State Viticultural Club," for the purpose of mutual improvement and mutual aid. Mr. John Swett, as the signatory whose name appeared first on the roll, called the meeting to order. In part he said:

"This meeting is the result of a conversation between three or four growers who talked over the need that exists for a viticultural club. The organization wants to be independent and free from any individual dictation. I do not know why in the profession of viticulture there should not be sufficient interest among men whose living is at stake, and whose capital is invested, to meet periodically and exchange views on matters of mutual interest. A fight must be made against the phylloxera that infests our vineyards, or we will have to turn our attention to something else. The club might do good work in connection with matters affecting the industry coming before the Legislature. Official communications from a representative body carry very much greater weight than the words of individuals."

On motion of Mr. P. C. Rossi, Professor Twight of the State Viticultural Department at Berkeley, was installed secretary.

Andrea Sbarboro, who was invited to address the meeting, said:

"I thoroughly believe that it will be very beneficial to have a club that will represent the industry before the State and National legislatures. Not only has the industry not been helped as it should be, but it has been attacked by fanatics, and a great deal of harm done. For instance, there is the Hepburn-Dolliver bill, proposed in Congress, under which California would not be allowed to send wine into any State which might object to receive it. A large majority of the people are not prohibitionists, but unfortunately the legislators might be induced to pass a law against the wishes of two-thirds of the people. Of course, to protect ourselves against such dangerous organization is necessary. France and Italy spend millions and millions of dollars to protect the industry. In this great, rich country practically nothing has been done. I think that action taken by properly organized bodies would do much to protect the grape growers."

Percy T. Morgan, president of the California Wine Association, then delivered a very important and interesting address, which is reported in full on another page.

P. C. Rossi remarked that a grape growers' club, working hand-in-hand with the professors of viticulture, thus combining practice with theory, would bring about the very best results. He certainly approved most heartily the idea to form a grape growers' organization.

Professor G. C. Husmann, scientist in charge of the viticultural investigation at the United States Department of Agriculture, Washington, D. C., then addressed the meeting, telling what he proposed doing in the matter of planting the nine experimental stations located in California.

Professor Twight said that one of the most important functions of the club would be to keep in touch with the Federal viticultural authorities and the State Viticultural Department at Berkeley, furnishing information to them on local conditions. The club might lend its influence to the building up of a strong viticultural department at Berkeley. At present the staff had been cut down to one man. Good work could also be done by the club in pushing through the Legislature measures for the advancement of the industry.

On motion of Mr. Sbarboro, a resolution was adopted expressing the sense of the meeting that a viticultural association of California be formed.

To a committee comprising Messrs. Twight, Towne, Westcott, Rossi and the chairman, was then deputed the task of drawing up a constitution. At the afternoon session the committee submitted a draft constitution, which was eventually adopted with slight amendment. It is:

1. The organization will be known as the California Viticultural Club.
2. All those interested in viticulture and viticultural industries will be eligible for membership.
3. The officers of the club will be a president, first and second vice-presidents, a secretary-treasurer and an executive committee of seven, representing as far as possible the different counties.
4. For the present the expenses will be met by voluntary contribution.
5. The annual meeting will be held on the first Monday in August each year. The president or a majority of the executive committee will have the power to call a special meeting of members at any other date, giving two weeks' notice.

It was arranged that local clubs should be organized in the grape-producing counties. The executive committee was empowered to appoint either two or three organizers in each county for this purpose.

Office bearers were selected as under:

President, Mr. John Swett; first vice-president, B. A. Towne; second vice-president, John Markley; secretary-treasurer, E. H. Twight; executive committee—W. C. Chisholm, Sonoma County; G. E. Lawrence, San Joaquin County; John T. Dore, Fresno County; F. H. Duffy, Santa Clara County; Frank T. Swett, Contra Costa County; Bismarck Bruck, Napa County; A. W. Gibbs, Santa Cruz County.

BELL PURE WINE BILL ENDORSED.

Bismarck Bruck introduced the following motion, which was adopted unanimously:

Whereas, If the pure wine bill introduced in Congress by the Hon. Theodore A. Bell should become law it would result in great good to the viticultural interests of this State; be it

Resolved, That the above pure wine bill has our hearty endorsement; be it also

Resolved, That the viticulturists of California represented by this organization herein express to Congressman T. A. Bell their thanks and appreciation for the energy and effort he has displayed in trying to secure national legislation that is essential to the prosperity of viticulture in California; be it also

Resolved, That this resolution be spread on the minutes and a copy sent to Congressman Bell and to the other Senators and Representatives there.

THE WINE PRODUCTION.

Mr. Maitland raised the question of the apparent disproportion between the acreage of crops and the wine production. Although the area of land under vines had decreased in recent years, the production of wine was heavier than it was previously.

The chairman remarked that no human being knew exactly what was the wine yield of California nor what area of land was under vine cultivation. It would be one of the functions of the club to try and obtain more accurate information on these matters.

Mr. Rossi controverted the statements of Mr. Maitland. It was quite true that the yield of grapes in Santa Clara County was nothing like what it was a few years ago; but it should be recollected that the yield in Sonoma County had increased in the same period from four or five million gallons to eleven or twelve million gallons. He was willing to bet his head that not a pound of sugar nor a gallon of water was used last year, because there was no necessity.

Professor Twight said that the addition of sugar was a legal thing in Germany. In France sugar could be added in years when the sugar in the grapes was deficient. He considered the addition of sugar should be allowed under Government supervision when necessary. The revenue officials should be present. The weak point was that sugar and water was sometimes added to the pomace, which was fermented, thus making entirely artificial wine.

SECOND DAY.

THE FIGHT AGAINST VINE DISEASES.

The club assembled again on Saturday morning, March 25th, and a session of some hours was devoted to an important discussion of phylloxera and Anaheim disease and the other pests which affect the vine.

Professor Twight initiated the discussion with a talk on the work being done by the State Viticultural Department at Berkeley. He said in part:

"The department is supposed to be doing some teaching and also to be looking after field work. I have been relieved of the teaching because it was simply impossible to carry it on and do anything like justice to the field work. The latter covers the study of diseases, such as phylloxera and Anaheim disease, and their remedies. The viticulturist is also supposed to answer a very heavy mail, which ranges over every branch of the industry. In order to carry this amount of work on there is but one man—myself. I bring this matter forward because there is, I know, much dissatisfaction among people who send in samples to be reported upon. The viticulturist may be at San Diego. When he comes back the sample or letter may have been lost, or the cutting may be so old that one cannot report upon it. This unsatisfactory state of affairs is caused entirely by the lack of help owing to the shortage of funds.

"For the field work the appropriation for the last two years was only \$1,500 a year. Last summer there was a great deal of work done in the study of diseases. I went over the ground with Professor Pierce in Southern California, examining the districts where Anaheim disease had been and where it seemed to be starting again. It seemed to have started with new force in the valley running up to San Bernardino. Vineyards that escaped from attack between 1880 and 1890 are now being destroyed. After that a good deal of time was spent in Sonoma County. There have been many complaints in that district regarding the dying of the tips and the dying of the grapes, and it was feared it was the Anaheim disease. It is not at all proved that that is the case, but we have not so far got very much satisfaction as to the cause. A little similar work has been done between Stockton and Sacramento. I also spent some time in Santa Clara County in the districts that have been destroyed. There seems to be no doubt that the destruction was due to Anaheim disease. There has been, too, some experimental work in Fresno County. Three years ago five small plots of three-quarters of an acre each were started, but until last year they had not done very well, because the cuttings from the East and from France

came in rather bad condition. This year we have got better cuttings. All the work down there will probably be taken over now by Professor Husmann of Washington.

"Some work was also started last season to test methods of attacking phylloxera by insecticides, with very successful results under favorable conditions. In most districts it would not pay to use those methods of destroying phylloxera, but there are districts—Lodi, for instance—where it would be a good investment to use insecticide. For an expenditure of \$30 or \$40 an acre land can be made worth \$200 or \$300 an acre.

"I intended making a series of experiments in spraying, but the funds gave out. It was necessary to call upon private assistance for the making of investigations in Sonoma County.

"The price of resistant grafted cuttings has been so high that I have taken up the question of cheapening the cost of production. About six weeks ago work in this direction was started at Lodi, where different methods of bench grafting are being studied. One feature of the experiment is to see if the work cannot be done by girls, and the attempt has worked very satisfactorily.

"Some years ago the viticultural staff comprised four men. Now it has been cut down to one. While this lasts, justice cannot be done to the work."

After his address, Mr. Twight was plied with questions from vine growers. In reply he said, among other things, that the Lenoir, when grafted on other varieties, did not altogether render the vine immune from disease. He had seen muscats grafted with Lenoir which were very sick. Nobody knew much about the Anaheim disease. He has seen some very sick vineyards, but he was not sure that they died from Anaheim disease. He was studying the matter, but he freely admitted that he did not know what Anaheim disease was.

"Does anybody know anything about Anaheim disease?" queried Mr. Ehrhorn.

"I don't think so. There is no bacteria known so far," answered Professor Twight.

The chairman remarked that the only way a remedy would ever be found would be for the growers to aid the scientific professors by means of careful observation. The club should get after members of the State Legislature and see that an increased and specific appropriation was made for the viticultural work at the State University.

A motion was submitted by Frank T. Swett, and adopted, that the president appoint a committee to wait on the president and regents of the University and ask that more money be spent on the work at Berkeley.

WHAT THE FEDERAL GOVERNMENT IS DOING.

Professor Husmann explained what the Federal Government is doing in the way of experiment, as outlined on another page of the "Review." He said that on the occasion of a visit he made to California two years ago he became aware that very serious inroads were being made on the vineyards. He made strong representations to his superiors at Washington, and the ultimate result was the appropriation of \$12,000 made for experimental work on the Pacific Coast. The work was not being undertaken for the benefit of California alone, but for all those States where the vinifera grape was a growing possibility.

"We consider the phylloxera question a paramount one," he continued. "There is no one to-day who can tell you where to plant a particular resistant. There is no one who can tell you if a particular variety of vinifera is congenial. So, if you get your resistant you are just as much at sea as ever. I have been studying the Anaheim disease. But I have yet to see a single resistant that has been planted, and that has been grafted with a vinifera, that is resistant to that disease. We are pushing the work. When the department takes a hold of these things it goes right to the bottom. But we want the growers in all parts of the State to help us in our efforts. You in California have some very serious problems confronting you, and unless these are tackled in a determined manner, your industry may be wiped out of existence."

"How long," asked Bismarck Bruck, "do you think it will take for the department to determine these questions of congeniality and adaptability, so that some useful information may be given to the growers?"

"The sooner we tackle the question the sooner we will have a solution."

(Concluded on Page 68.)

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Secretary

JESSE E. MARKS
President

Gus Massey, at Powell and O'Farrell streets, is one of the few on the line that have no cause to complain of slack business by reason of the exceptionally bad weather that has prevailed during March. "I have not had a dull day this month. In fact, trade has been even and good, and I look for an excellent business year."

Under the able management of Charles Newman, the new Russ House is doing an excellent business. This famous old hostelry is conducted in up-to-date style, and Mr. Newman justly prides himself upon the cuisine, which is now noted for its uniform excellence. The hotel affords all the luxuries, and the rates are reasonable.

One of the most delightful summer resorts in the State is the Hotel Montrio, Russian River Station, Sonoma County. It is on the line of the North Shore Railroad and easy of access. Aside from its scenic beauties and splendid location, which make it an ideal spot for recreation, it has unequalled attractions for the sportsman. The surrounding country affords excellent hunting, while the great pools of the Russian River abound in the gamey black bass. There are also excellent facilities for boating and swimming, a fine dancing pavilion, etc. The hotel, under the management of Charles F. Carr, is first class.

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Along The Line

If I Should Die To-night.

If I should die to-night
And you should come to my cold corpse and say,
Weeping and heartsick o'er my lifeless clay—
If I should die to-night
And you should come in deepest grief and woe
And say, "Here's that ten dollars that I owe"—
I might rise in my large white cravat
And say, "What's that?"

If I should die to-night
And you should come to my cold corpse and kneel,
Clasping my bier to show the grief you feel—
I say, if I should die to-night
And you should come to me and there and then,
Just even hint 'bout payin' me that ten,
I might arise the while;
But I'd drop dead again. BEN KING.

A Blow to Counterfeit Labelers.

It is to be noted with gratification that the judges of New York have at last recognized the rank injustice of permitting the sale of articles of consumption under counterfeit labels. In a recent case in Judge Holdom's court one H. Vincendeau was convicted of selling champagne in bottles bearing a counterfeit label. The jury was out twenty-one hours before returning with a verdict of guilty. Judge Holdom imposed the exemplary sentence of three months' imprisonment in the County Jail and a fine of \$100. The only really effective measure against the offense is to do as the New York Judge has done—imprison as well as fine. To merely impose a fine is without avail. The profits of the use of false labels are too large. It is to be hoped that Judges in other parts of the country will follow the example of the New York jurist. If stringent action of this nature is not taken, no man can be assured he is getting the article he is paying for.

The Russian Imperial Ministry of Finance announces that a prize of 50,000 roubles (equal to £5,300), to be allotted and payable July 1, 1905, is offered for the discovery of the best system of denaturing alcohol.

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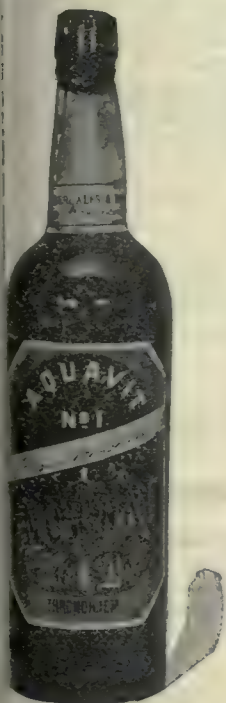
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Along The Line

Liquor Men Must Organize.

IT should scarcely be necessary to urge upon liquor dealers the necessity for organization. The advantages of working together for a common end are as manifest as the sun in a noon-day sky. Every intelligent dealer in this State who has not already done so will without any delay enroll his name on the membership list of the California Liquor Dealers' Association. In order that the rights of those engaged in the trade should be defended against the unreasoning assaults of prohibition cranks, it is essential that the whole body of liquor men should get in line and present an unbroken front. Already the enemies of the trade have gained much ground in the southern parts of the State, and their influence is gradually creeping northward. Things have reached such a pass in Los Angeles that the liquor dealers of that city do not know the day when they may be engaged in a fight for their very existence. To checkmate this onward march of the prohibition forces, organization is the one effective weapon. By concerted action alone can the growth of the spirit of intolerance be met and retarded.

By means of organization men having the same object in view can meet, exchange ideas and devise plans for conserving their own interests. Individual, isolated action is simply energy wasted. A man speaking for himself is ignored, but a strong organization, backed with the authority of a big membership, speaks with a voice that commands the attention of the public and of the makers of laws. There is always a large section of the public quite unbiased and willing to listen to reason. Organization enables the liquor men to give fair-minded people of this character a proper conception of what manner of men are engaged in the trade. Too many people are possessed with the foolish prejudice that liquor men are the enemies of mankind and should be hounded off the earth. To destroy such prejudice, and to secure for those in the trade a fair hearing before condemnation, are amongst the prime objects of the California Liquor Dealers' Association, and

every dealer who consults his own interests will become member.

John L. Herget, at Taylor street and Golden Gate avenue, is thoroughly remodeling his famous resort. The saloon is to be enlarged and will have modern fittings in the interior, while there will be a new front with a stylish cigar stand. Business in the wholesale department continues to grow steadily and the store is to be given a new front and generally refitted. When completed the place will be hard to recognize.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



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ALONG THE LINE

The Old Town is All Right.

IN addition to being a very cosmopolitan city, San Francisco is also a thoroughly bohemian city, and the people are liberal spenders, and are very fond of good eating and of good wines and liquors. There are said to be more and a greater variety of restaurants in San Francisco in proportion to the population than can be found in any other city in the world. One would think after visiting only a small proportion of these restaurants that the entire population of the city took their meals in public places.

The drinking places number something like four thousand, and out of this number there are a great many

that are very handsome and very modern; also a great many that are very quaint and very ancient.

The residents of San Francisco are fond of taking strangers around into out-of-the-way places, up in little alleys, where they will discover to the visitor an Italian Spanish or French restaurant, or else perhaps a saloon that was established when San Francisco was a village and that serves all drinks direct from the barrel. These places give a great charm to bohemian life, and they also give a metropolitan air to this city such as one does not recognize elsewhere in this country, save in New York.—*Tom Gilmore, in Bonfort's.*

At the Auditorium Hotel, Chicago, January 21st, dinner given by George A. Kessler & Co., James Buchanan & Co. Grommes & Ulrich, Ernest Heg, Apollinaris Co., Limited Albert Pick & Co., and Anheuser-Busch Brewing Association, to the Association of Dining Car Stewards, "White Seal" was served.



DISCOVERY OF GOLD IN CALIFORNIA IN 1848.

Splendid Work of Art in Newman's New Russ House Cafe, this City. Painted by Henry Raschen.

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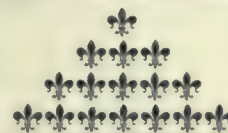
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Along The Line

Liquor Dealers' Association to Banquet.

THE third annual banquet of the California Liquor Dealers' Association will take place at the Palace Hotel, Maple Hall, on Thursday evening, April 14th. The invited guests will include Governor Pardee, Mayor Schmitz, A. Ruef, the attorney for the association, the Police Commissioners and the Chief of Police, the Board of Supervisors and the press.

The committee in charge of the affair is composed of the following well-known saloon men: E. L. Wagner (chairman), Jesse E. Marks, J. C. O'Connor, John Butler, Supervisors Theo Lunstedt and Oscar Hocks, P. J. Weniger, J. Gerhardt, Chas. M. Fisher, Paul Wichrowski, J. McNamara, J. Michel, L. W. Hollingworth. W. Clack (secretary). P. J. Weniger will act as toast-master of the evening.

The election of the officers of the association will take place at B. B. Hall on Thursday, April 7th. For President, D. B. Facktor, of La Boheme Cafe and Thomas Lindsey have been nominated, and a lively time is expected.

Louis Fontanel's handsome new Cosmos Cafe, at 515 Montgomery street, corner of Commercial, will be opened for business on April 2d. The Cosmos is not only elaborately fitted and arranged for the comfort and entertainment of patrons, but will be found one of the most striking in appearance in the city. The opening will most certainly

be a success and we have no doubt that Mr. Fontanel will establish a lucrative business in his new quarters.

Col. Ed. L. Wagner of the Press, No. 15 Third street, is justly proud of a function given by his daughters on the evening of March 17. It was styled "St. Patrick's Leap Year Party at Wagner's Ould House. The whole scheme was highly clever and original, the invitations, program and menu card being appropriately arranged. The latter was printed in gold on heavy emerald green paper, the dishes including such as "Murphies on the half shell," "Blarney stones," "Parnell sandwiches," Cup of Grane Tay," "Shillelahs," etc. The invitation was as follows:

"We, the two galls wid carroty hair, on 1915 Green Street, will kap Thursday, St. Patrick's Noight, March seventeenth, for our frinds.

"Plaze bring a man wid you and come to the party. Tuk him by the hand and be at Wagner's at eight-thirty by the kitchen clock. Divi take one of yer, who e'er comes late.

"Please answer."

The Arbordale, Sausalito, the most popular resort of the kind in Marin County, will hardly be recognized by patrons who have not visited it recently, owing to the important improvements that have been made. The most striking is the extension of the barroom and bar ten feet, with a corner door facing the ferry entrance. The range has been removed from the main dining-room and the kitchen moved back and enclosed, with a splendid new range added. All conveniences of a modern restaurant have been installed, while it is the intention to make the cuisine better than ever before. Kistenmacher Bros., the proprietors, have by their enterprise, liberality and knowledge of their business, captured the cream of the trade on that side of the bay, and the rapid growth of their patronage accounts for the many improvements that have been made. To visit Sausalito and not drop into the Arbordale is to miss the best thing in the town.

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Along The Line

Prohibition Tipple.

MR. BUMGARDNER, in "Transactions Colorado State Medical Society for 1902," says that the following patent medicines contain the percentages given of alcohol:

Green's Nervura	17.2
Hood's Sarsaparilla	18.8
Schenck's Seawood Tonic	19.5
Brown's Iron Bitters	19.7
Kaufman's Sulful Bitters	20.5
Paine's Celery Compound	21.0
Burdock Blood Bitters	25.2
Ayer's Sarsaparilla	26.2
Warner's Safe Tonic Bitters	35.7
Parker's Tonic	41.6
Hostetter's Stomach Bitters	44.3

Think of a crusade against beer, which contains only from 2 per cent to 5 per cent of alcohol, while allowing the free sale of "bitters" containing ten times as much. The bitters are stronger than whiskey, far stronger than sherry, port, etc., and leave claret and champagne far behind.

No wonder that Hostetter's Stomach Bitters and Parker's Tonic are so popular with the prohibs and in local option localities.—*American Medicine.*

"You look like a regular beer guzzler. Don't your thoughts ever rise above beer?"

"Yes, mum; I often t'ink of de fifteen-cent drinks. But what's de use when a gent ain't got de price?"—*Kansas City Journal.*

"Denny" O'Sullivan & Co., at 863 Market street, are preparing for some important improvements. The whole front is to be torn out and the barroom and bar lengthened. The front is to be finished in the most modern style, with a handsome cigar stand on one side of the main entrance, and a shoe polishing stand on the other. When completed The Revelation will be one of the swell places in this part of the city. Mr. O'Sullivan reports business moving along nicely, notwithstanding the long-continued inclement weather.

The "1102," better known as Bassity's, at Market and Turk streets, is enjoying exceptional prosperity these days. The splendid improvements made by Mr. Bassity last season have been appreciated by the general public, and the enterprising proprietor is being substantially rewarded for his outlay. The bar service is all that could be desired, and a popular innovation is a fine midday lunch, to which between one hundred and two hundred business men do justice daily.

Stockton.—The Supervisors have passed a new license ordinance which gives local option to this county.

Mine Host Ratto exercised good business judgment when he moved from Merchant street to his present quarters at 621 Washington street. His old patrons have followed him and he is rapidly increasing his trade. The new place is better adapted to the business, having large and small private dining rooms, which makes it easy to handle banquets. These facilities, with the excellent cuisine and service at Ratto's, makes it a very desirable place to dine.



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

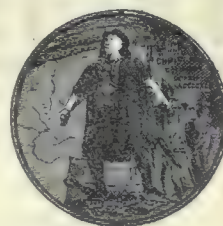
WM. T. WENZELL,
Analytical Chemist.

JOHN MULHERN,

General Agent,

124 MARKET ST., SAN FRANCISCO, CAL.

OLIVINA-IDEAL VINTAGES.



Cabernet
BOTTLED AT THE OLIVINA VAULTS.

Julius Paul Smith.

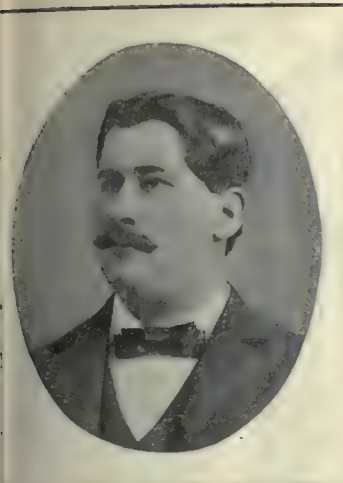
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JULIUS PAUL SMITH, LIVERMORE, CALIFORNIA



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**Bassity's
Cafe . . .**

Jerome Bassity
Proprietor



1102
Market Street and
1 Turk Street
San Francisco

Come and try our Wonderful Champoreau—A Grand Bracer

The **Celebrated
Champoreau**

**FINE WINES,
LIQUORS AND
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J. B. CASADEBAT, PROPRIETOR
HOT LUNCH AT 8 A. M.

532 MERCHANT STREET
BET. MONTGOMERY AND SANSONE, S. F.

Most Handsomely
Decorated Saloon
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Headquarters for
Mining and
Stock Men



"Sam Mount's"

Fine Wines and Liquors

330 Bush St.
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THE BEST WHISKEY

Telephone FOLSOM 2111

—The Revelation

STRAIGHT x x x x
OLD THOMPSON WHISKEY
A Specialty x x x x

ENNY
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863 Market St., opp. Powell
San Francisco, Cal.

**The
Chronicle
Bar**

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GRADES OF
LIQUORS

P. W. WOBBER
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STREET
San Francisco

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THEO. GIER COMPANY

Wine and Liquor Merchants

VINEYARDS:
LIVERMORE, Alameda County
NAPA, Napa County
ST. HELENA, Napa County



Our Specialties are straight and
* blended whiskies, and pure
wines from our own vineyards



**OAKLAND, 511, 513, 515 Fourteenth Street
SAN FRANCISCO, 116 Battery Street**

Coast Brewery Notes.

Nampa, Mont.—George Bambaugh will build a \$25,000 brick brewery here.

Anaheim.—Hessell & Bauer of St. Louis have bought F. Conrad's brewery. About \$20,000 will be spent in improvements.

Tucson, Ariz.—The Seattle Brewing and Malting Company has purchased the Troy laundry property. A modern bottling plant will be opened.

Elmhurst.—Non-alcoholic ale and porter is to be brewed in a new plant to be built by Mrs. A. Bratel. The location will be at Sunnyside street and Bay View avenue.

Eureka.—Joseph Dones and Charles Kressman of Los Angeles contemplate the establishment of a brewery here, at a cost of \$75,000, and with a capacity of 25,000 barrels yearly.

Los Angeles.—F. Conrad of the Anaheim brewery has sold to Hassell & Bauer, who made a payment of \$4,000 upon the property. They will expend \$15,000 for new machinery.

Etna, Cal.—Meamber Bros. have moved their establishment to Second and Lane streets, Yreka. They are putting in machinery for a complete bottling works and have secured the agency for Siskiyou County of the Buffalo Brewing Co. of Sacramento, which they will receive in bulk and bottle for the trade.

Messrs. Grierson, Oldham & Co., Ltd., proprietors of the well-known "Big Tree" brand, have been granted the privilege of a customs bond at their premises at Waterloo Bridge, S. E., and the building has just been opened. It is both lofty and spacious, and has a wide frontage on the river. Messrs. Grierson, Oldham & Co. now have an unusually complete, as well as very extensive set of premises, their offices, bonded store, duty-paid warehouse and bottling department being practically under one roof.

Clarke's Rye, the well-known brand of whiskey manufactured by Clarke Bros., of Peoria, Illinois, is meeting with splendid demand in the Western States. Mr. Dowler, who has charge of all the Pacific Coast agencies of the firm, returned to San Francisco some days ago from an extended trip through the States of Oregon, Washington, Colorado, Idaho, Montana and Utah in the interests of Clarke's Rye, and reports that his tour was an eminently successful one. He was agreeably surprised at the volume of business secured. A number of new agencies were opened by Mr. Dowler, and he expects a largely increased demand for the brand during the coming season. Mr. Dowler has unbounded faith in the firm he so well represents. Speaking of the Pacific Coast agency, he said: "It is better equipped financially, and carries a better class of goods, than any other house in the State." Mr. Dowler is one of the most competent and far-seeing men engaged in the wholesale liquor business on the coast, and his business-like representation of Clarke Bros. has been the principal factor in the firm's success in the West.

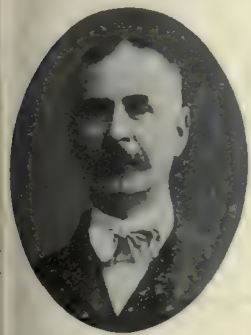


P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.



Harry Adler



—THE DAVY CROCKETT—



H. B. ADLER, Proprietor

SAN FRANCISCO'S MOST POPULAR SALOON

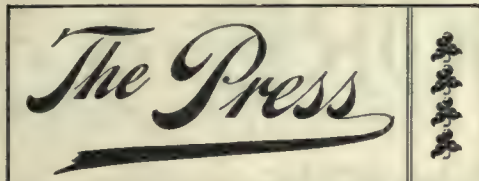
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Steam Beer and Lager on Draught

E. L. WAGNER, PROP.

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San Francisco, Cal.

PHONE PAGE 1527

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TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1853

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IMPORTER OF

Famous Old Campbeltown SCOTCH WHISKY

Pisco de Italia, Madeira Wine

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McBride's Cafe

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SAN FRANCISCO, CAL.

CHOICE BRANDS OF
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Choice Lunch Throughout the Day

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TELEPHONE MAIN 5325

Thos. J. Walsh & Co.

733 MARKET ST.

SAN FRANCISCO

CAL.

BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS

Corporation News.

INCORPORATED.—O'Brien Brewing and Malting Company of Dawson City, Alaska. Capital stock, \$200,000.

Incorporated.—Jacob Betz Brewing and Malting Company of Walla Walla, Wash.; capital stock, \$175,000. Incorporators, Jacob Betz, George Retzer, John Bachtold, Albert Niebergall and Lusien Genevay.

American Brewing and Malting Company of Great Falls, Mont., have elected: President, E. A. Reichel; vice-president, W. F. Sengbush; secretary and treasurer, H. W. Grunwaldt; additional directors, Henry Grunwaldt.

Mr. Henry Mueller, President of the Centennial Brewing Company of Butte, Mont., started last month on an extended trip to Europe, accompanied by Mrs. Mueller and their two sons, Walter and Henry. He will be absent several months.

A company has been organized at Palouse, Wash., for the purpose of establishing a brewery at that point. The principal proprietors will be J. J. Gans, a former retailer and Albert Wisser, formerly of the J. H. Stahl Brewing Company of Walla Walla. The capital stock of the new company will be \$10,000. Work has been begun on the new plant.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

Imperial Brewing Company of Kansas City, Mo., have elected: President, August Goertz; first vice-president, E. Shubert; second vice-president, Otto Cramer; secretary and treasurer, George Schraubstaedter; directors, F. E. Turner, E. W. Sungstrass; attorney, Gerson B. Silverman.

Incorporated.—The Escondido Vineyard Company; capital stock, \$50,000; shares, \$1 each; subscribed \$5, by J. Johnston Jr., E. C. Johnston, C. B. Lewis, C. W. Childs, B. F. Mansfield, 1 share each; place of business, Los Angeles.

Buffalo Brewing Company of Sacramento, Cal., have elected: Directors—Adolph Heilbron, Frank Ruhstaller, W. E. Gerber, H. H. Grau, Fred K. Cox, F. C. Knauer and E. A. Nicolaus.

Artesia Vineyard Company, Artesia, to conduct a fruit-growing and manufacturing business; incorporators, W. N. Frampton, E. G. Gillespie, R. E. Dalley, Charles Young, J. B. Hollingsworth; capital stock \$10,000.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

J. F. PLUMEL

31 Eddy Street

Formerly 18 Stockton Street



Telephone South 755

IMPORTER OF

BORDEAUX WINES
FINE BRANDIES
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Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

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The New Manhattan

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311 Battery St., Cor. Commercial

SAN FRANCISCO, CAL.

Loveland Rye, 46 Years Old

ROSSI & CORDANO

Foreign and Domestic

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DEPOT OF

Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotaling's O.P. S. Old Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A. V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet Branca, Italian Vermuth, French Vermuth

Telephone Black 5713

205 Washington St., Bet. Front and Davis, San Francisco

Telephone Drumm 45

PH. DE MARTINI

El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.

SAN FRANCISCO

ALONG THE LINE

One of the most famous Italian-French restaurants—the home of the genuine bohemian, who can not only appreciate good things, but has “the price” to pay for them—is Coppe’s restaurant and grill, at 619 Montgomery street. By serving the best in the market, cooked and served in the highest style of the culinary art, Messrs. Polledro & Croce have built up a trade that is the envy of their competitors. Their success is well deserved.

Tom Ferguson’s new saloon, at 534 California street, the premises formerly occupied by the French Savings Bank, is now open for business. It is handsomely finished in dark colored woods, while the walls are richly decorated with fine paintings, engravings, etc. A handsome cigar store occupies a part of the front. The place will be under the personal direction of the only Harry Duhman, who is general manager of Mr. Ferguson’s liquor interests. This fact alone should go far toward insuring its success.

Harry Adler, of the Davy Crockett, 842 Market street, says that the extensive improvements that have been under way on two sides of his place of business for several months have necessarily handicapped his famous bar to a great extent, still the volume of trade has held up surprisingly well. Mr. Adler believes this will be a banner business year.

The Market Cafe, 530 Merchant street, has been so thoroughly re-modeled and refurbished that its old-time patrons would not recognize it. The bar and back bar have been replaced with swell modern fittings in mahogany finish, and the general woodwork is in the same color. Among the improvements are a private office, a cardroom and storeroom. The finish of the walls is in green and the ceiling in gray and gold. The front is in rich red, with silver trimming. In short, the decorations are in excellent taste. The proprietors, Messrs. Guillard & Rondel, report business “good and growing.”

The most up-to-date green grocer’s establishment in the city is that of the Berta Company, at the corner of Clay and Montgomery streets. This house carries the largest and best assortment of fruits and vegetables—domestic and foreign—and counts among its patrons the most prominent cafes and private families in San Francisco. The services and goods are unexcelled. Many improvements have been made recently, among them being the handsome booth for the cashier and bookkeeper.

The only complaint that McDonald & Cohn, the distributors of the well-known El Rey Whiskey, have is that the floods in some parts of the State have prevented the shipping of goods. Especially in the mountain districts have washouts stopped the filling of orders which have been on hand some little time. A big rush of shipping business is certain as soon as weather conditions permit.

Wichman, Lutgen & Co. will on April 1st move to new quarters, at 29 to 31 Battery street. The new premises include four stories and basement, with all modern improvements. The plant will have everything necessary in a first-class house of the kind, electricity playing a large part in the saving of labor and time. The lease is for five years and calls for \$27,000.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne

At the Palace of King Edward VII
and of H. R. H. the Prince of Wales



Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

429-431 Battery Street, - - San Francisco
Phone Main 1507

M. A. TUTTICH

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TUTTICH & WARREN BAR

77 Fourth Street

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"COFFEE ROYAL"
A Mighty Bracer



HOT LUNCHEON
At 8 a. m. Daily

GOUAILHARDOU & RONDEL

Proprietors

530 Merchant Street

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MERCANTILE LUNCH FROM 11 A. M. TO 2 P. M.

Dollmann's Cafe

A. DOLLMANN, Prop.

DEALER IN CHOICE
Wines and Liquors

328 PINE STREET

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ORIGINAL

FELIX PIANTANIDA
JOE COPPA

COPPA'S

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First-Class Dinners and
Lunches a la Carte.
Italian and French Cuisine.
Private Rooms.

622 Montgomery St.

Corner Merchant
SAN FRANCISCO, CAL.

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STEVE'S RESTAURANT

537 Clay Street

Below Montgomery

Grill Room

Private Rooms
for Ladies

San Francisco, Cal.



EL REY

THE KING OF

WHISKIES BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

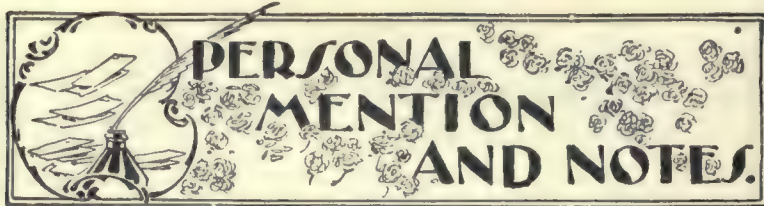
MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS





Mr. Roger Bocqueraz, of the Shea-Bocqueraz Company, wholesale liquor merchants, Market street, left San Francisco during the month for Paris. He will be away about three months. It is simply a pleasure trip that Mr. Bocqueraz is making to Europe.

P. J. Weniger & Co., 101 Powell street, are enabled to report that March business held up in fine shape, despite the trade-depressing weather, including 25 rainy days. Among their many popular specialties Roderick Dhu Scotch made an enviable record.

The Spohn-Patrick Company, the well-known wholesale commission merchants, who are agents here for Marquette Whiskey, will move on April 15th from the northeast corner of Battery and Clay streets to the fine store on Front and Pine streets, two doors from Market street, which is to be vacated by the William Cluff Grocery Company. In their new premises, which they have been compelled to take owing to constantly increasing business, the Spohn-Patrick Company will have a four-story building, giving them 25,000 feet of floor space. It will provide very much improved facilities for the handling of the firm's large stock of liquors and other merchandise.

Amongst the callers at this office during the month was Mr. P. F. Lint, wine grower and distiller at Los Gatos, Santa Clara County. Mr. Lint states that business is very brisk in that section. All the wine he makes he sells without any trouble. In fact, he is in the fortunate position of not being able to supply the demand for the excellent goods he manufactures.

Siebe Bros. & Plageman, wholesale liquor dealers, 322 Sansome street, report that business has been very brisk since the beginning of the year. The firm started off well and the volume of trade has been well maintained. City, as well as country business, has been in satisfactory proportions. The demand for the standard brand of Rosedale Whiskey, which has been in the market for so many years, is improving all the time. A satisfactory feature of the business of this firm is that collections are always good.

On April 1st Carlton C. Crane, the popular railroad man, became the lessee of the California Hotel in this city. This fine caravansary will be under the management of Albert Bettens, one of the best known of the younger generation of hotel men in California. Mr. Bettens was at one time manager of Byron Springs Hotel and for some time past has conducted the St. James in San Jose. Carlton Crane is one of the ablest and best-known railroad men on the coast, having long held the position of Pacific Coast Passenger Agent of the New York Central Railroad. That this combination will keep the California filled to its capacity goes without saying.

OSCAR FINCKE

SUCCESSOR TO BADER & FINCKE



Manufacturer of

**B A R
STORE
OFFICE**

Fixtures

SHOW ROOMS

437 FIFTH STREET

S. E. CORNER

**5th and Bryant
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Where to Get Good Things to Eat and Drink

All Modern Conveniences. Up to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service. American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

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NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

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RATTO'S RESTAURANT

619 and 621 Washington St.
bet. Kearny and Montgomery, S. F.

TELEPHONE BLACK 1543

Regular Italian Dinner served in the best of style.
Service a la Carte. Private Banquet Rooms.
Open until 8 p. m. every evening, Sundays
until 9 p. m.



J. M. RATTO, Manager

Special Attention to Banquets and Weddings.



Emil Bonini



G. Baylo

MARTIN'S RESTAURANT and GRILL

621 Merchant St.

RAVIOLI AND TAGLIARINI



HOME
MADE
DAILY

E. CROCE

PHONE BLACK 1542

JOE POLLEDRO

COPPE'S

Restaurant and Grill

First-Class
Dinners and Lunches a la carte
Served at all Hours

UCKS and OTHER GAME Italian and French
A Specialty Cuisine

319 Montgomery St., San Francisco

POLLEDRO & CROCE, Proprietors

"THE MINT"

605 COMMERCIAL STREET, SAN FRANCISCO

SAN FRANCISCO'S OLDEST AND MOST UNIQUE
RESTAURANT

WELL KNOWN TO ALL BON VIVANTS. BEST LUNCH IN THE
CITY FOR BUSINESS MEN. "THE MINT" DINNER HAS NO
RIVAL. HAVE YOU TRIED "THE MINT COCKTAIL," THE
NEW YORK CRAZE? STOP AT "THE MINT" ON YOUR WAY
HOME AND TRY ONE.

R. RIEGO,

MANAGER

TELEPHONE MAIN 780

THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.



FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty

Extra Pale Lager and Sharp Cool Steam Beer on Draught A FINE LUNCH SERVED

KISTENMACHER BROS., Props.



Great Profit in Grapes.

Henry Ellis, who is gathering facts and fruit for San Joaquin county's exhibit at the St. Louis Exposition, says the *Record*, is securing some startling figures in this county—figures that Easterners will hardly believe and figures which will cause Californians to gasp with wonder.

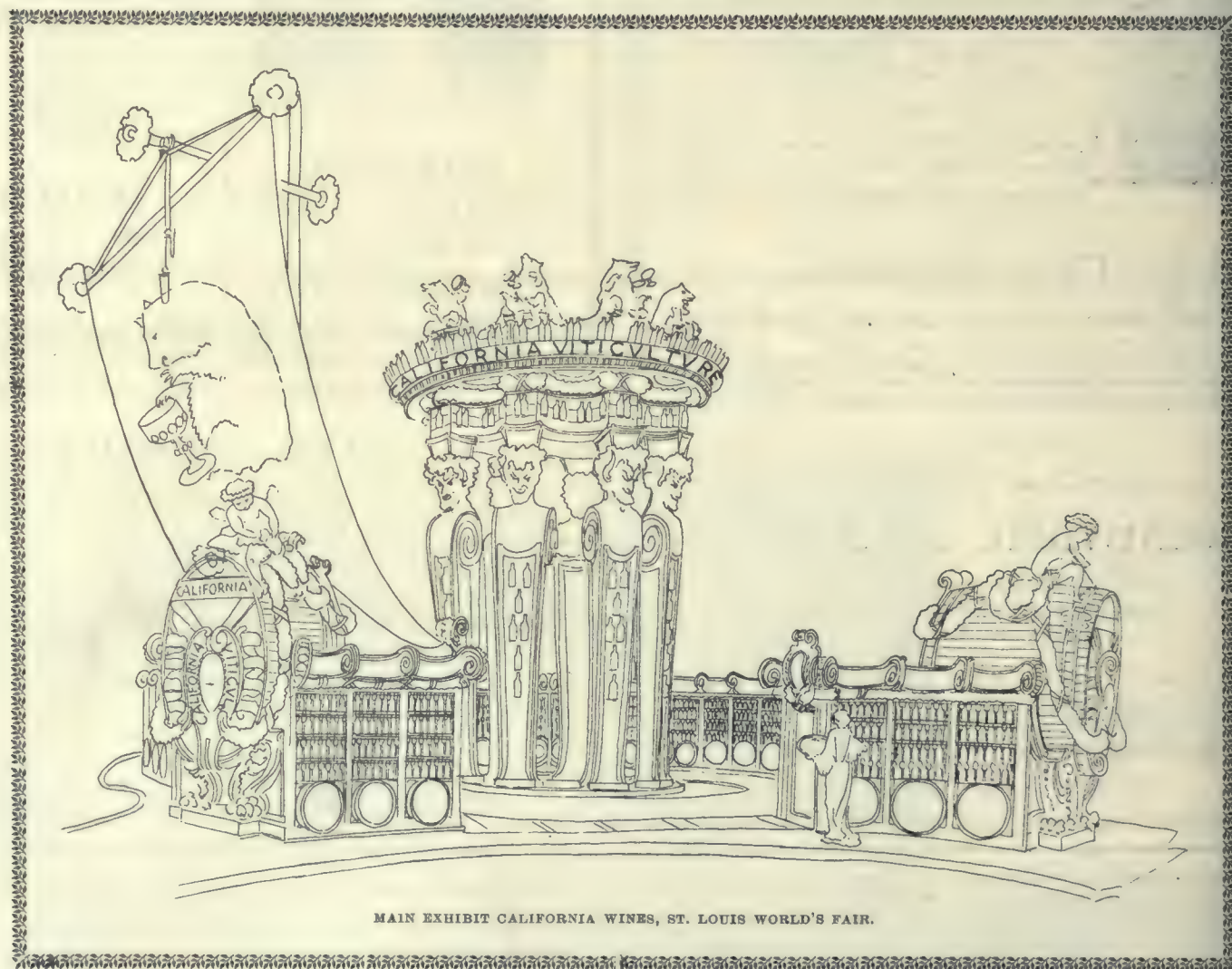
Mr. Ellis stated to a *Record* reporter recently that 75 acres of Tokay grapes near Woodbridge brought the owners \$37,000 more the last season than the adjoining 100 acres of wheat brought its owner.

The vineyard is owned by Elbert and Albert Covell. Last season they sold from their vines 41,000 crates of grapes at an average price of 90 cents per crate. Besides this they had 197 tons of culls, grapes that were not fit for shipping, which they gathered and sold to the winery for \$8 per ton. From these culls they realized more than did their neighbor from his 100 acres of wheat, by \$200. Furthermore, culls last season brought an unusually low price, while the

wheat raiser had a splendid crop and sold it for \$1.50 per 100 pounds, almost the top market.

Here is another remarkable instance that in reality is not remarkable in this county. Fourteen years ago Chestnut Dutton, who farms 100 acres near Lodi on the Cherokee lane, found that four acres in the middle of his farm were not growing good wheat. He planted the four acres to Tokay vines. For the last three years these four acres of grapes have netted him \$1,200 per acre per year, or more than all the remainder has produced.—*Lodi Sentinel*.

The Golden West Distilling Company has been re-incorporated, with a capital of \$250,000 in shares of \$100 each, under the style of the Pacific Distilling Company. The distillery at Berkeley, which now has a capacity of 25,000 gallons a month, is to be immediately enlarged to a capacity of 100,000 gallons a month. The alcohol made by the Golden West Company was becoming increasingly popular and trade was improving every day. Hence the re-incorporation and the conduct of the business on a larger scale. The incorporators are: Christian Guigne, J. L. Howard, George de Latour, J. Youngberg and J. H. Wi-



MAIN EXHIBIT CALIFORNIA WINES, ST. LOUIS WORLD'S FAIR.



BARRETT CO.,



43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CA

Institute for Fermentative Industries.

R. A. WILHELMJ, Director of the Institute of Fermentative Industries, announces that on account of the numerous demands of the trade it has been decided to give two courses in wine culture at the Institute during the coming spring. The first course will be from May 2d to May 27th, and the second from June 6th to July 1st. Such courses have been given in Europe with great success, those concerned availing themselves eagerly of the opportunity to gain thorough knowledge of fermenting processes and treatment of wine in a scientific manner. Dr. Wilhelmj therefore inaugurates these courses in this country in the belief that he is filling a long-felt want. Each course will embrace:

- 1. The study of all organisms present in the must and wine and their influence on the wine's development. (Lectures and practical exercises).
- 2. The chemical analysis of wines. (Practical exercises in the analytical laboratory.)
- 3. The principles of correcting unmerchantable wines. (Lectures and practical exercises.)
- 4. The tuition fee has been fixed at \$45.00. It is desired that applications should be handed in as soon as possible, as a limited number of students only can be accommodated.
- 5. Dr. Wilhelmj's offices are at 519 Mission street, this city.

High-Grade Sulphurs.

The Nevada Sulphur Company furnish sulphurs that have no superior in this market. As a verification of this statement, we append the report of the College of Agriculture and Agricultural Experiment Station of the University of California:

BERKELEY, California, February 8, 1904.

Examination of-sulfur samples sent by the Nevada Sulphur Company 707 Front street, San Francisco, California:

	"Horseshoe" Powdered Sulfur Per cent	"Horseshoe" "Pea Sulfur" Per cent
Test 100° water, etc .....	.11	.09
Sulfuric acid (SO ₃)	99.76	99.81
Sulfurous acid (SO ₂)	NONE	NONE
Arseical compounds		
Iron oxide and silica, etc .....	.13	.10
TOTAL	100.00	100.00

These are very high grade commercial sulfurs and suitable for all purposes.

The sulfur, from its great purity, should take the place of any inferior article. Yours truly,
(Signed.)

GEORGE E. COLBY,
Fruits, Insectibles,
University of California,

College of Agriculture and Agricultural Experiment Station.

NEVADA SULPHUR CO.

GUARANTEED
THE PUREST
AND FINEST
SULPHUR IN
THE WORLD



SULPHUR
HORSESHOE
POWDERED
HORSESHOE PEA
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Office, 707 Front Street, San Francisco

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*What was it
then, that
won him
friends twas
Rainier
the
BEST OF ALL*

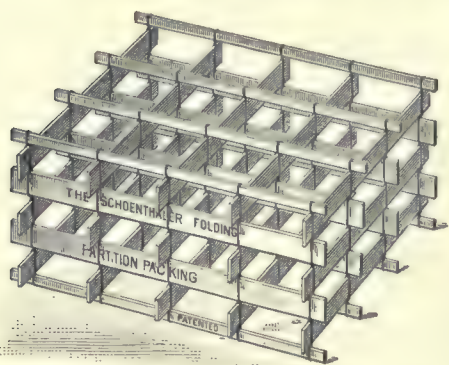
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TOULOUSE & DELORIEUX,
COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

CONTINUOUS WINE PRESS
CRUSHERS AND STEMMERS
MUST PUMPS AND
EVERY REQUISITE FOR THE WINERY

620-622 COMMERCIAL STREET SAN FRANCISCO, CAL.

BOTTLE PACKING PARTITIONS



THE VERY BEST FOR

**Bottles
and
Flasks**

All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions, or
We Can Supply You Direct.

Write Us.

Samples at Our Expense.

SCHOENTHALER M'F'G. CO. ST. LOUIS, MO.

Vine Culture in France

THE latest official returns show that the area under vine culture in France now amounts to 1,689,087 hectares, or, taking the hectare as equal to two and a half acres, 4,222,718 acres. For this very substantial total, Herault is responsible for 191,709 hectares, Gironde for 139,731 hectares and Aude for 129,516 hectares. Knowing, as our readers do, what a very prominent part Herault plays as regards the wine production of France, it may come as a surprise to them that the acreage devoted to vines in this department is not so very much larger than that of Gironde. The explanation is to be found in the fact that, whereas quality is the main desideratum in the latter, quantity in the former is of chief importance. As regards other departments which supply the English market, we may mention that Charente can boast of 18,068 hectares of land under vines; Charente Inferieure, of 50,542 hectares; Cote d'Or, of 26,221 hectares; Maine-et-Loire, whence Saumur is derived, of 25,766 hectares, and Marne, of 15,581 hectares.

L. Levy Co. TOURIST OUTFITTERS

Commercial
Travelers



Trunks and
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A Specialty

Trunks, Bags and Suit Cases

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LASH'S BITTERS
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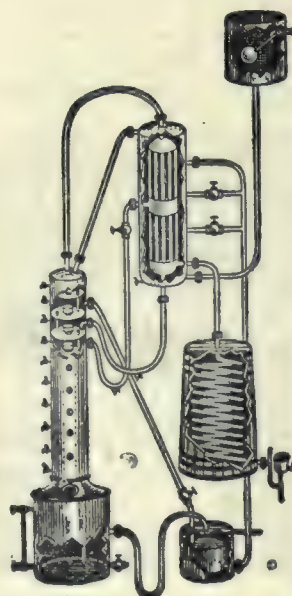
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SAN FRANCISCO

Domestic and
Import Trade

Pacific Copper Works

565 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my LATEST
IMPROVED CONTINUOUS BRAND
STILL. It has the advantage over
others through its simplicity, saving
heat, fuel, water and labor. Now in use
Bisen Vineyard Co., Fresno, Cal.; Wine
makers' Corporation, Windsor, Cal., and
many others.

Further Information Given Upon Application

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

Milwaukee Correspondence

MILWAUKEE, March 18.—The Wisconsin State Bottlers' Association, held its first annual meeting in Milwaukee March 10, 11, and the good resulting from this association when it spreads to all States will be of great benefit to wineries, breweries and other bottling establishments. In his opening address, President Arthur Taylor of Rhinelander, Wis., said:

"We shall probably urge legislation more clearly defining the ownership of marked bottles and packages, and providing for an increase in the search warrant privileges. Under the present laws, any person searching premises for goods which he has reason to believe are contained here, is liable to be prosecuted if he finds no such goods here. This is on the presumption that a search warrant implies that the owner of the premises is a thief. We must have this idea eradicated and allow the premises to be searched without incurring any liability, especially the places owned or rented by junk dealers and the like.

"But it is not only the junk dealers with whom we have to contend. Bottlers themselves are sometimes jealous of each other and when one invades the territory of another with his goods he is sometimes apt to find that his bottles have been destroyed, rather than permit of their return to the owner. This has happened many times, I am sure of that. This also must be stopped. It is this feeling that we want to overcome by getting together and becoming acquainted with each other and agreeing to allow each bottler to extend his business as much as he can and be reasonably sure of the return of his packages."

The convention was an enthusiastic one, and there were nearly 200 representatives attending the meetings. Preparations are being made now for the National Association, which will meet in Milwaukee in October, when it is expected that 600 to 1,000 delegates will be present from all parts of the United States. This will be important, as the question of establishing national clearing houses will be decided. The State clearing house now receives a number of packages from outside the State, and it is proposed to establish depots in the principal cities where these can be sent, sorted and returned to the owners, no matter whether they are in California or in Maine.

The clearing house for the Wisconsin State Bottlers' Association, which was established in Milwaukee, is doing good work. J. B. Reiter, Jr., the manager, declares that within a few years the clearing house business will be as valuable to wine and beer bottlers as the clearing house system for the banks is to the financial interests of the country.

"We are going to send out a notice to every junk dealer in Wisconsin pretty soon," said Mr. Reiter, "and also the men who have charge of the dumps and garbage piles, and warn them that any person buying, selling, stealing or trafficking in the marked bottle business will be prosecuted. We will inform them at the same time that if they have any such bottles in their possession that they must report within ten days' time, and we will gather them in. If they fail to do so, we will begin prosecutions without delay. We are on a business basis, and mean business.

"The State law provides that no one can have such bot-

tles on the premises. This, however, does not refer to the patrons of the breweries or the bottling houses. Bottles cost 4 cents apiece and siphons 55 or 60 cents, and you see there is considerable expense attached when a package is lost. In the past year our clearing house handled 600,000 bottles and 2,500 siphons which were recovered from the public dumps and junk dealers."

The wholesale wine and liquor concerns here report satisfactory conditions as to trade, and it seems that this part of the country, at least, was benefitted by the severe cold weather, rather than injured. In most every business there were complaints that the severe weather hampered business, but not so with liquid refreshment affairs. This particular line has shown the growth that a good healthy boy would when he gets lots to eat and plenty of sleep. In the larger retail establishments and in the saloons, grocery stores and in the large department stores, there is being done a fair business—in fact, much larger than this time of the year in 1903 or 1902. Just at this stage of the game, the Lenten period, when observants of the forty days before Easter refrain from gorging themselves with meat and the like, there is a strong sale of good wines, and it might be added, California wines. Drinkables are not under the ban of the Lent observers, and many a home in Milwaukee can show a well-filled sideboard of wines, if not edibles.

The Bock beer season is on, and in the scramble of the big breweries to "get out first," the Pabst Brewery is on

Mont Rouge Vineyard

LIVERMORE VALLEY
CALIFORNIA



CHAUCHE & BON, - Proprietors

OFFICE AND DEPOT:

17 FIRST STREET

Telephone Main 1514

San Francisco

top this year, having put out its famous Bock ten days in advance of any other company. Strange as it may seem, there are many persons in Milwaukee who do not drink any other kind of beer than Bock. They await the annual season with much eagerness and are well supplied while it lasts. There are many others who do not care for the Bock beer, and it is just as well, for it is a delicacy which could not go all around.

Here is something interesting. Recently an argument over the popularity of California wines led to a test. There was going to be a round-up, or rather a social time, at one of the vaudeville theaters here, and the manager invited all his friends to drop in. This was one open night, or at the time a theatrical company was rehearsing for a new play. The friends were invited to witness the rehearsal and then adjourn to the wine rooms and "have something" on the proprietor. This is where the argument started. One man bet a dollar that there would be more rye whiskey called for than there would be calls for beer. "When a fellow has the chance to have something on the house," he said, "do you think for a minute that he is going to be chump enough to take beer? You just wait and see." The other man bet the dollar that there would be more calls for wine and beer together than there would be for whiskey. There was no way of keeping tab on the result, but it was agreed to leave the decision to three of the bartenders, and take their word.

The rye whiskey man did not figure that there were more

than thirty girls in the variety company, and many of the men were to meet the ladies, and as the wine rooms of the theater are large and elaborate, it was not long after the rehearsal was over that wine began to flow very freely.

About time for the manager's party to break up, the two gentlemen, with a witness or two, went to the bartenders, and this was asked:

"Has more wine, beer or whiskey been used here to-night?"

"Wine," said the first barkeep.

"Wine," said the second barkeep.

"Wine," said the third barkeep.

Then one of them said: "There are 107 empty bottles of wine behind the bar, and this is not all that was consumed. There was a great deal of glass trade over the bar, but at the tables the small bottles were called for. I should say that not over \$25 was taken in on rye, and not more than twice that amount in beer. Wine is away ahead. This is the case every time there is a party or a gathering like this."

The Schlitz Brewing Company, which owns the Uihlein Building, or which is better known as the Alhambra Theater Building, is letting out a few more links, and it is announced that big men of the company are backing Manager O. F. Miller of the Alhambra Theater in plans to build theaters in New York and Boston.

W. R. ANDERSON.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO



Heischmann & Co's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE THEY GROW IN CALIFORNIA.

WRITE TO

WRITE TO

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

From James H. Borland.

Pacific Coast Department The United States Fidelity and Guaranty Company. Home Office, Baltimore, Maryland.
331-339 Crossley Building,
San Francisco, March 10, 1904.

We beg to announce the creation of the Pacific Coast Department of this Company and the appointment of Borland, Robertson & Hall as general managers, controlling California, Oregon, Washington, Idaho, Nevada, Arizona and Hawaii.

The Department is organized as a branch of the Home Office, with equal facilities and full executive authority. All business will be promptly consummated at this office without reference to Baltimore.

Commodious and attractive offices have been secured on the third floor of the Crossley Building, corner of Mission and New Montgomery streets, to accommodate the enlarged business and large office staff.

With these facilities we confidently solicit your patronage and assure you of confidential, prompt and courteous service.

BORLAND, ROBERTSON & HALL.
General Managers.

In reference to the enclosed announcement I beg to state to my friends and patrons that I have resigned as General Agent of the National Surety Company, which I have represented on the Pacific Coast ever since its organization, and have associated myself with Mr. John H. Robertson and Mr. Frank M. Hall to manage the Pacific Coast Department of the United States Fidelity and Guaranty Company.

This action was taken after careful consideration, and the change has been made solely for the purpose of enabling me to give better service to my patrons. The United States Fidelity and Guaranty Company has very large resources, and, in my opinion, is the most progressive and best organized surety company in the United States. The Pacific Coast Department of the Company will exercise all the powers of the Home Office, and therefore will be able to act promptly upon all business entrusted to us, while heretofore, as General Agent, I have been compelled to delay many important matters until I could obtain the approval of the Home Office in New York.

With sincere gratitude for the kindness shown me by my friends in the past, I respectfully solicit a continuance of their patronage for Borland, Robertson & Hall.

JAMES H. BORLAND.

RECTIFIERS and blenders are making extensive purchases of young whiskies of the years 1901 and 1902 as protection against the possible passage of the pure food bill. The bill provides that the ingredients of all rectified or blended whiskies shall be placed on the packages. The goods of the years mentioned are the cheapest that can be secured, and it is the purpose of the dealers in that style of whiskey to substitute these straight young whiskies for the blends that have been sold in the past. This is one of the ways in which they can retrench against the drastic legislation, should it become a law, and it is being taken advantage of freely.—*Criterion.*

Gundlach Bundschu Wine Co.

San Francisco New York

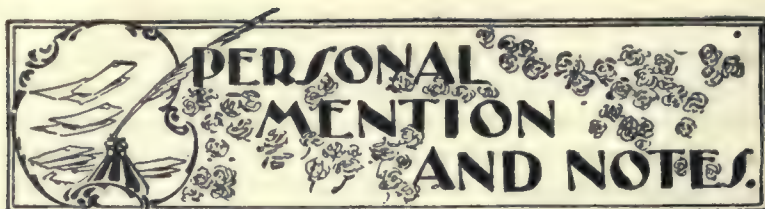
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



Canadian Club Whiskey continues to grow in popularity in this market. Mr. Lionel G. Bees, the energetic and successful Pacific Coast Agent for this brand informs THE REVIEW that in the matter of Canadian Club, "People are beginning to know what they want." The result is that in the months of January, February and March of this year the sales on this coast have aggregated more than those of the whole twelve months of 1903. This is a showing of which Messrs. Hiram Walker & Sons, as well as Mr. Bees, may well be proud.

Los Angeles.—E. A. Phelps of San Francisco, who represents the Gorham Manufacturing Company of New York on this Coast, has an option on the Hotel Van Nuys. Milo W. Potter says he placed a \$200,000 figure on the property.

Bakersfield.—The Southern Hotel Association will erect a brick building, the lower floor to be used as the postoffice and the upper floor for an annex for the Southern Hotel. The building will be on I street.

Ukiah.—Frank Sandelin has purchased the Palace Hotel business from the Haugsted estate. It is reported Judge Nannon, owner of the building, will make some improvements. New furniture will be purchased, also carpets.

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



MARASCHINO
CHERRIES

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY
SAN FRANCISCO

Messrs. W. A. Ross & Sons, Ltd., of Belfast, were compelled to refuse business during 1903, so unprecedentedly large was the demand for the famous "Ross's Royal" Ginger Ale, Soda Water, etc., manufactured by this firm. The goods sent out by Ross & Sons are known everywhere for their purity and excellence. They are prepared from the famous Cromac water flowing from the springs situated on the premises of the manufacturers. The establishment, which was greatly extended in 1902, is the largest in Great Britain, and perhaps in the world, devoted exclusively to the manufacture of ginger ale and mineral waters. The San Francisco agents for "Ross's Royal" Ginger Ale, Soda Water, etc., are the American Mercantile Company.

The directors of the Oakland Board of Trade are formulating plans for the establishment of a 300-room tourist hotel in this city, which will cost in the neighborhood of \$200,000. They hope to secure a site on the Adams Point property, or at some other point on the shores of Lake Merritt. It is believed by the directors of the board that the owners of the site chosen can be induced to take stock in the hotel in exchange for the site and the balance of the necessary capital would be subscribed by local business men. If the present plan is carried out the hotel will be leased to some competent hotel manager, instead of being run by a manager in the employ of the stockholders of the hotel company.

Alcohol and Ferments Exhibition.

BOBURG, Germany.—From April 16 to May 31, 1904, an international exhibition of alcohol-using machines and of fermentation products will be held at Vienna. The purpose of the exhibition is to give a general idea of the present development of the alcohol industry and the various ways in which alcohol can best be used. The exhibition will also include brewing, distilling, and manufactures of malt, starch and vinegar. For further information, apply to the Bureau des Bundes der Industriellen Niederosterreichs (Bureau of the Association of Industrialists of Lower Austria), Eschenbachgasse No. 11, Vienna, Austria.—OLIVER J. J. HUGHES, United States Consul General.

W. W. Clough will have the Soda Bay property, Lake County, in fine condition for the coming season.

The Security Savings Bank has sold the White Sulphur Springs Resort, near St. Helena. The new owners will make improvements and be ready for the summer guests.

Salt Lake, Utah.—William G. Wilson, of the Ogden Canyon Hermitage, has plans for his new hotel in Ogden Canyon, which will be built of logs and have all modern conveniences. It is expected to be ready for the coming season.

"HERMES" VINTAGES

PERFECT California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Harvest—Malaga	Hock—Castle	Angelica—Victoria
Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Gutedel—Rheingold	Sherry—Oloroso
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
Burgundy—Cote d'Or	Haut Sauterne—Monopole	

ROYAL WESTERN—CALIFORNIA CHAMPAGNE A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

Distributors Wanted

FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
ESTABLISHED 1880

LOS ANGELES, - - - CALIFORNIA

Reviewing the statistics of the wine production of the world as given in *Le Moniteur Vinicole*, it is noteworthy that while 1903 was a very bad year, the wine crop in the United States increased from 6,050,000 gallons for 1902, to 37,400,000 gallons.

California Safe Deposit and Trust Co.



Corner
California & Montgomery
Streets
San Francisco, Cal.

Capital and Surplus, \$1,401,160 93
Total Assets, - - 6,943,782 82

Interest paid on deposits, subject to check, at the rate of two per cent, per annum.

Interest paid on savings deposits at the rate of three and six-tenths per cent, per annum.

Trusts executed. We are authorized to act as the guardian of estates and the executor of wills.

Safe-deposit boxes rented at \$5 per annum and upwards.

Get a box at once and guard against loss by Fire or Burglars.

J. Dalzell Brown
Manager

Imitation Stained Glass

Tel. Main 715

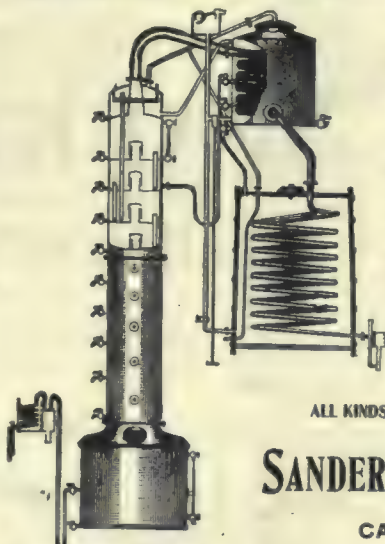
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Beautiful; durable; cheap

For Windows and Transoms in Hotels
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Wall Paper, Window Shades and Interior Decorating

G. W. Clark & Co. 304 & 306 POST ST.
SAN FRANCISCO

IMPORTANT TO DISTILLERS AND WINE MAKERS.



This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GEO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

SANDERS & Co.'s COPPER WORKS

CARL L. SCHALITZ, PROP.

PAT'D SEPT. 29, 1891.

309-311 HOWARD STREET, SAN FRANCISCO.



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.
Walkerville, Canada

LONDON

NEW YORK

CHICAGO

MEXICO CITY

VICTORIA, B. C.

New York Correspondence.

NEW YORK, March 22, 1904.

EDITOR REVIEW:—With no abatement of the weather conditions which have made this winter a "red letter" one, breaking all records for many years, March has brought no change in business conditions. Accepting the dullness of January and February as resultant of the season, the trade anticipated with the opening of March, renewed activity and re-establishment of usual shipping facilities. We are still in the icy clutch of winter, and while vouchsafed an occasional glimpse of sunshine, one hardly dares to hope that Spring will be spring before the middle of April. The effects of this weather uncertainty are far reaching.

H. R. 6295 continues to be an absorbing topic of discussion among the trade, and there is a diversity of opinion as to the ultimate effects upon business if the bill becomes law. Many dealers who look upon all laws bearing on their interests as unfavorable legislation, have been vehement in their denunciation of this Pure Food Bill, without even entering into a consideration of its provisions. Others who have carefully gone into the matter, while recognizing the disadvantages that may result to those who want to make things seem what they are not, find much that is to be commended in the measure, and much room for broad interpretation which will make it unnecessary for the average dealer to alter his present mode of doing business.

At Tokio, on February 25th, the Japanese Government passed the famous White whiskey claim by handing to United States Minister Griscom a draft for \$115,000 in favor of the American Trading Company. This claim was the outcome of a customs decision rendered in 1900, whereby an importation of 8,000 barrels of whiskey were held to be alcohol and subjected to a duty of 250 per cent instead of 40 per cent.

Importers are watching with interest the cases of the United States against Julius Wile Sons & Co., and Luyties Bros., which involves the question of whether cordials are entitled to the benefit of the reciprocity treaty with France, which provides that a duty of \$1.75 instead of \$2.25 a gallon shall be collected on brandies or other spirits imported from France. The tariff law provides for brandies and other spirits in one clause and for cordials in another, and the Treasury Department contends that Congress intended the language of the treaty to be the same as that of the tariff law, thereby precluding cordials from its benefits. The claim of the importers is that the use of "or" instead of "and" broadens the scope of the treaty.

Judge Henderson M. Somerville of the Board of United States General Appraisers has handed down a decision overruling the protest of O'Brien & Co., of Detroit, against the assessment of duty on decorated earthenware jugs containing whiskey.

The American agency for Messrs. Edward Saabach & Co.'s Hocks & Moselle wines has been transferred from

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



Famous
For
Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

213-215 Market Street, San Francisco, Calif.

Messrs. E. La Montague Sons to Mr. Henry E. Gourd of 35 S. William street about April 1st. Mr. Max Oberfelder representing the Monticello Distilling Company of Baltimore and American agent for Messrs. W. & A. Gilbey of London, will remove to 11 S. William street.

The firm of Thomson, Duntze & Co., importers of champagne has been dissolved. Gustave Duntze & Co. succeeding to the business.

The American Wine Producers' Association was organized in this city on the 7th inst. The fact is to be lamented that the organization is representative of the wine industry, only east of the Rocky Mountains. With the purpose avowed to place American wines in their proper light before the public, why should there not be unanimity of action between those East and West of the Rockies, particularly in view of the fact that the wine output of California is double the combined production of New York and Ohio, which two States are most prominent in the new organization.

Quoting Mr. Edward R. Emerson, the President of the Association:

"There is no reason why our native wines should not be fully as good as those grown in Europe, and every reason why they should be fully as good, if not better. We have all the advantages of climate and soil that any country has, and few of the disadvantages. This country is producing to-day as good wines as can be made anywhere. We raise as fine fruit and we have brought over from Europe its best experts. So there is no reason why we should not succeed."

Our Wines in Great Britain.

IN the absence of separate official statistics of any kind in regard to this branch of the trade, it is impossible to form an accurate idea as to the extent of the business done, but, judging by the fact that Californian wines are to be seen wherever one goes, they would appear to be fully holding their own in popular favor. Why these wines should not be mentioned in the Board of Trade Returns, while South African wines, of which an infinitesimal quantity is now received, have a separate entry, only the official mind can explain. The California trade is being worked with enterprise and intelligence, and deserves to succeed.—*Wine Trade Review.*

WE have, unfortunately, no record under this head either of imports or clearances for consumption—why so, only the compilers of our official statistics can best tell. The wines still forge ahead, however, under the fostering tutelage in this country (and particularly in London) of Messrs. Grierson, Oldham & Co., Limited, who are pushing merchants and enterprising advertisers. The Big Tree and other brands are known far and wide throughout the metropolis, and, as a rule, we find them in leading hotels and restaurants in good condition—not always perfect condition, whatever may be the reason, and this is a matter as to which both exporters and merchants on this side would perhaps do well to accept a hint.—London Correspondent *Bonfort's*.

INDEPENDENT OF TRUSTS OR ANY COMBINATION

LARGEST PRODUCERS OF FINE WHISKIES IN THE WORLD.

**HAND MADE
SOUR MASH
AND
RYE WHISKIES.**



DISTILLERIES Nos 5 & 297. 5TH DISTRICT OF KY
OFFICES:
 NEW YORK, Gerken Bldg. cor. Chambers & West Broadway
 LOUISVILLE 28TH St & Broadway.
 CHICAGO, 174 RANDOLPH ST. MAIN OFFICE.
 to which all Business communications should be addressed

SUNNY BROOK DISTILLERY CO.
LOUISVILLE, KY.

DISTILLING CAPACITY:
 20,000 GALS. PER DAY.
STORAGE CAPACITY:
 8,000,000 GALS.

News of the Northwest

SEATTLE, March 18.—The month of March starts out better in a business way than any month for the past six—and we hope that things have taken an upward movement for good. Every railroad train is bringing in hundreds of settlers—all with a little money—and the local conditions themselves are improving, so that a man who wants to work can find something to do. Railroad officials seem to think that this year will bring more people to the Northwest than any previous year, and present indications carry out the theory.

Seattle has elected a new set of city officers, and it is to be more or less of an open town. Mayor-elect Ballinger has certain ideas, but he is not playing to the church element to such an extent that he can't see one or two other things. The new Chief of Police will be taken from the customs service—formerly Chief of Police of Port Townsend. Mr. Thomas Delauney goes into the department as an entire stranger and will undoubtedly carry out the policy of the administration.

The day Mayor-elect Ballinger took the oath of office all the poker and other gambling games which had been running on the quiet were closed down. This indicates that the "powers that be" have decided to start in quietly, at least.

Seattle and Northwest Notes.

Doc. Kemp, formerly of the Bremerton Bar, has opened the Anvil Bar, on First avenue South, and is doing a nice business. Doc. is a genial fellow and deserves a good patronage.

C. Mix, formerly of the firm of Mix & Gilroy, has formed a partnership with A. T. Russell and has opened a swell place at 1206 First avenue.

W. J. Kearney, representing Marquette Whiskies, is calling on the trade in the Northwest. He reports business very good.

Applegate & Co. are opening a saloon and poolroom in Portland, Ore., which will likely create a fight, as the powers are opposed to the opening of another poolroom and saloon. Applegate & Co. have plenty of money back of them and say that they will fight it to the bitter end.

W. J. Kearney, the Pacific Coast representative of Marquette Whiskey, tells your correspondent that his advertisement in the PACIFIC WINE AND SPIRIT REVIEW brings him better returns than does his advertising in any other trade publication. That's pretty good, coming from people that are national advertisers.

Doc. Brown of Portland has on display one of the finest collections of coins in the West. It is valued at \$18,000.00.

Louie Loeb, representing Rosskam, Gerstley & Co., Philadelphia, Pa., has put in the last two weeks calling on his trade in the Northwest.

C. Burke, proprietor of the saloon at the corner of First and Marion streets, Seattle, is making some extensive improvements in his place.

Hardig & Miston, proprietors of the Leader Saloon, have sold to George Sexhwer, who will continue the business at the same place.

Obrian & Mullen have purchased the saloon of N. A. Kuepferle and will remodel it and continue the business.

C. W. Taylor, of the firm of Taylor & Williams, Louisville, Ky., is in the city.

Doc. Brown has opened one of the swellest saloons in the United States at Portland, Ore., and will carry a line of goods that has no superior anywhere.

John Burhshire is opening a new hotel and bar at Olympia.

W. G. Wilson will open a saloon at Seward, Alaska.

Peterson & Co. have shipped a saloon outfit to Seward, Alaska.

Saloon business is reported as being quiet in the country.

Hadley & Griffith, Bellingham, Wash., are putting in new fixtures.

The Brunswick-Balke-Collender Company have recently added to their quarters and now are occupying more than thirty-five thousand feet of floor space, and are the largest supply house in the West. They employ thirty salesmen and are running at full capacity.

The Migliavacca Company are about to put on the market their Coast Club Whiskey (registered), in cases. Their trade for this popular brand in bulk has been so successful that they now feel the necessity of putting it up in bottled form. They have recently placed a large order for a unique case in which they will put up the goods.

The sale of California wines in the Northwest has materially increased the last few years, until it now far exceeds that of the imported. The public appreciate the superior flavor.

The Migliavacca Wine Company, with offices here and wineries at Napa, Cal., understand the handling of fine wines thoroughly, and are building a nice trade for their own product.

W. S.

LIST OF MEMBERS

—OF—

THE NATIONAL WHOLESALE LIQUOR DEALERS' ASSOCIATION

—AND—

OF SUBSCRIBERS TO ITS PROTECTIVE BUREAU

ON MARCH 19, 1904.

These firms contribute toward the expenses incurred in protecting the interests of the wine and spirit trade in State and National Legislation.

The traveling representatives of every member and subscriber should carry a membership card.

A copy of this list will be mailed to any address by the Secretary upon the application of any member of the Association

<p>ARKANSAS.</p> <p>Fort Smith. Harper & Wilson</p> <p>Little Rock. Kahn Co., The Herman</p> <p>CALIFORNIA.</p> <p>Sacramento. California Winery</p> <p>San Francisco. California Wine Association Crown Distilleries Co., The Italian-Swiss Colony Meyerfeld, Mitchell & Co. Shea-Bocqueraz Co.</p> <p>Sonoma. Dresel & Co.</p> <p>DELAWARE.</p> <p>Wilmington. Kelly & Co., Francis Magahern, John J.</p> <p>FLORIDA.</p> <p>Jacksonville. Simms, Robert W.</p> <p>GEORGIA.</p> <p>Atlanta. Blumenthal & Bickart</p> <p>Columbus. Loeb & Kaufman</p> <p>ILLINOIS.</p> <p>Belleville. Leopold & Bro., Jos.</p> <p>Chicago. Bauer & Co., A. Brand Bros. Co. Breen & Kennedy Cavagnagh & Co. Chicago Distilling Co. Dallemand & Co. Delaney & Murphy Delaney Co. Dennehy & Co., Chas. Despres & Co. Grommes & Ulrich Hannah & Hogg Hasterlik Brothers Jensen, Christ Korbel & Bros., F. Madlener, F. Many, Blanc & Co. Monheimer & Co. Pepper Distributing Co., James E. Rosenfield Bros. & Co. Schutz, Samuel. Schweyer & Co., John Shufeldt & Co., Branch, H. H. Stein Brothers Stern & Co., Louis Straus Bros. Co. Woodford Distilling Co.</p> <p>Elgin. Freiler, Philip</p> <p>Pekin American Distilling Co., The</p> <p>Peoria. Clarke Bros. & Co. Corning & Co. Woolner & Co.</p>	<p>INDIANA.</p> <p>Fort Wayne. Freese & Gale Nathan & Co., Julius</p> <p>Indianapolis. Pohlman & Co., John Ready, M. J. Ross & Co., Jas. R.</p> <p>La Porte. Henoch Co., The M.</p> <p>Lawrenceburg. Greendale Distilling Co.</p> <p>Logansport. Bligh, M. J.</p> <p>Terre Haute. Commercial Distilling Co. Merchants' Distg. Co., The Terre Haute Distilling Co. Branch</p> <p>IOWA.</p> <p>Dubuque. Ellwanger Co., The John Jaeger, Lang & Co.</p> <p>KENTUCKY.</p> <p>Bardstown. Mattingly & Moore Distil- lery Co. Moore Distillery, The Tom</p> <p>Carrollton. Jett Bros. Distilling Co.</p> <p>Covington. Crigler & Crigler Licking Valley Co., The Parker Co., The Orene</p> <p>Frankfort. Frankfort Distillery, The Stagg Co., The Geo. T.</p> <p>Lebanon. Mueller, Wathan & Kobert.</p> <p>Louisville. Barbee & Co., John T. Bernheim Distilling Co. Bonnie Brothers. Brown-Forman Co. Chase & Co., E. H. Ferneliff Distillery Co., The Grabfelder & Co., S. Greenbaum, S. J. Hollenbach Co., The Phil Jones & Co., Paul Moore-Hunt Co., Jesse Moorman & Co., C. P. Old Kentucky Distillery Pfeiffer Bros. Sachs & Sons, D. Taylor & Williams, Inc. Thierman Co., The H. A. Uri & Co., N. M. Wathen & Co., R. E. Weller & Sons, W. L. Wright & Taylor</p> <p>Owensboro. Rock Springs Distilling Co.</p> <p>Paducah. Dreyfuss, Well & Co. Friedman, Keiler & Co. Thompson, Wilson & Co.</p> <p>Stanley. Eagle Distillery</p>	<p>LOUISIANA.</p> <p>New Orleans. Louisiana Distillery Co., Ltd. Southern Re-Distilling and Rectifying Co., Ltd.</p> <p>MARYLAND.</p> <p>Baltimore. Bokel Co., The J. A. Boyle, John P. Broderick & Co., W. E. Bruce Co., The Edw. B. Cahn, Belt & Co. Cummings & Co. Gottschalk Co., The Gump & Sons, G. Highspire Dist. Co., Ltd. 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Flersheim Merc. Co., B. S. Glasner & Barzen Distilling and Importing Co. Hirsch & Co., S. Hofmann, M. Holzmark, B. Morrin-Powers Merc. Co. Shawhan Distillery Co. Stein, Block & Co. Stulz Brothers Wolstein, M.</p>	<p>St. Joseph. Binswanger & Bro., Simon Westheimer & Sons, Ferdi- nand Westheimer & Sons, Samuel</p> <p>St. Louis. Bardenheier W. & L. Co., Jno. Columbia Distilling Co. Gehner Distilling Co., H. Gold Spring Distilling Co. Graf Distilling Co., The A. Great Western W. & L. Co. Griesedieck Distilling Co. Hellman & Co., A. M. Kamp Distilling Co. Kohring Distilling Co. Lang & Son, S. J. Lee & Co., Wm. H. Levy & Co., Lee Mette & Kanne Dist. Co. Moll Grocer Co., A. Mound City Dist. Co., Branch Nelson Distilling Co. Parker Distilling Co., The Peckham Liquor Co., P. Rebstock & Co., Charles Riesmeyer Distilling Co., G. Scharff, L. & A. Sheele & Co., Edwin Schneider, W. W. & L. Co., The W. Sielemann Distilling Co. Steinwender & Seliner. Teuscher & Co.</p> <p>Sedalia. Pehl, Peter.</p> <p>NEBRASKA.</p> <p>Omaha. Iler & Co., Branch Riley Bros.</p> <p>NEW JERSEY.</p> <p>Newark. Haussling, M. H.</p> <p>NEW YORK.</p> <p>Buffalo. Meadville (Pa.) Dist. Co. Person's Sons, C.</p> <p>Long Island City. Steiner, Gustave.</p> <p>New York City. (Brooklyn Boro.) Froeb, Chas. Kohner & Bro., M. Popper & Bro., Herman (Manhattan Boro.) American Distributing Co. (Wash. St. Branch.) Barrett Co., The Batjer & Co. Beck & Sons, Joseph Berliner Bros. Block, B. K. Buchanan & Co., James Burke Imptg. Co., The John Burke, Ltd., Edw. & John Cook & Bernheimer Co., The Conti, Cesare Coshland & Co., G. F. De Bary & Co., Frederick De Luze & Co., F. O. Dewar & Sons, Ltd., John Dryfoos, Blum & Co.</p>	<p>Eising & Co., E. Engell-Heller Co. Engs & Sons Co., The P. W. Fishel & Levy Fleischmann & Co. Gandolfi & Co., N. Goldberg, I. Golden Gate Fruit Co. Graef & Co., Chas. Hall & Co., F. de Peyster Hartman, Goldsmith & Co. Hauselt & Luneschloss Heller & Co., E. Henry & Co., R. B. 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stein & Co., L.
 Leischman & Co.
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 Freiberg & Workum
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 Freiberg, Sig. & Sol. H.
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 Klein Bros.
 Live Oak Distilling Co., The
 Man & Co., Samuel
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 Mill Creek Dist. Co., Branch
 Mountain Dist. Co., The
 Nyse Brothers
 Old "76" Dist. Co., The
 Pfeiffer & Co., Chas. M.
 Rheinstrom, Bettman, John-
 son & Co.
 Rheinstrom Brothers.
 Rosenthal & Sons, H.
 Roth & Co., The Henry M.
 Sandheger, C.
 Seufferle, Wm.
 Silverman & Co., Joseph
 Standard Distilling Co.
 Star Distillery Co.
 Strauss Pritz & Co.
 Sunny Side Distilling Co.
 Trager & Co., I.
 Ullman & Co.
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 Walsh & Co., James
 Westheimer & Sons, Fer-
 dinand

Columbus.
 Scher, Schwartz & Co.
 Morgan & Brady Co., The

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 Guggenheim Brothers
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 Kahn & Co., L.
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 Lewis & Sons Co., The
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 Munster Co., The
 Ullman, Einstein & Co.
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 Fries Co., The John
 Gayner Distilling Co.
 Fette & Sons Co., The Fred
 Igen & Co., Mike A.
 Rauh & Sons, S.

Hamilton.
 Rossfeld & Son, C.

Marietta.
 Marietta Distillery Co., The

Portsmouth.
 Stanton & Balmert Co.

Sandusky.
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 Angels & Krudwig Wine Co.
 ommel Wine Co., The M.

Toledo.
 Brendt & Sons
 Franc, Heyn & Co.
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 Hucker & Co., L. J.
 Kaufmann Brothers & Co.
 Rank Wine Co., The
 Telchers & Effler
 Tottner, O'Neil & Weill

Youngstown.
 Gallagher, John

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 Klein, Max
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 Gallagher, Christopher
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 Harrity, James T.
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 Mulligan's Sons, E.
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 McGlinn & Co., John
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 Netter, Theodore
 Norris & Co., Alfred E.
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 Young Co., Ltd., Alex

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 Crone & Co., G. E.
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 Frey, Otto
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 Hamburger Co., The Philip
 Klinordinger & Wallace
 Lewin & Co., Robert
 Obernauer & Co., H.
 Overholt & Co., A.
 Pollard, Thos. E.
 Raphael-Adolph Co.
 Rovnianek, Stephen G.
 Schmidt Co., G. W.
 Schuetz, Renziehausen & Co.
 Sunstein & Sons, C.
 Thompson Dist. Co., The
 Vandergrift Distilling Co.
 Weiler Brothers.
 Wolf & Co., A. A.

Reading.
 Kestner & Co., Geo. L.

Ruff's Dale.
 Dillinger & Sons, S.

Seranton.
 Casey Brothers

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Lynchburg.
 Daniel, Jack
Memphis.
 Blumenthal & Heilbronn
 Jacobs & Garrett
 Nathan & Co., Emil

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 Craddock & Co., L.
 Eppstein & Co., E.
 Swope & Mangold
Fort Worth.
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 Casey & Co., Martin

Houston.
 Henke & Pilot

Waco.
 Archenhold Co., The

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Ogden.
 Kiesel & Co., Fred J.

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 Straus, Gunst & Co.
Portsmouth.
 Mahoney, J. & E.

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 Clarksburg Wine & Liquor
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Wheeling.
 Schaefer & Driehorst Co.
 Welty & Co., P.

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Milwaukee.
 Barth Co., The John
 Bergenthal Co., The Wm.
 Breslauer Co., A.
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 Kiewert Co., Emil
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 National Dist. Co., The
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 California Wine Association.
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 Italian-Swiss Colony

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Atlanta.
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 Freller, Philip
Peoria.
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Lawrenceburg.
 Bauer Cooperage Co.
Terre Haute.
 Terre Haute Distributing
 Co., Branch

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Fairfield.
 McKenna, H.
Frankfort.
 Gaines & Co., W. A.
Lawrenceburg.
 Dowling & Co., John
Lebanon.
 Mueller, Wathen & Robert
Carrollton.
 Jett Bros. Distg. Co.
Louisville.
 Barbee & Co., Jno. T.
 Bernheim Distg. Co.
 Block Bros.
 Block, Frank & Co.
 Bonnie Brothers
 Bretzfelder, Bronner & Co.
 Brown-Forman Co.
 Chase & Co., E. H.
 Chess & Wymond Co.
 Ehrman & Co., Hilmar
 Grabfelder & Co., S.
 Greenbrier Distilling Co.

Hollenbach Co., The Phil
 Moore-Hunt Co., Jesse
 Old Kentucky Distillery
 Pfeiffer Brothers
 Sachs & Sons, D.
 Taylor & Williams
 Thierman Co., The H. A.
 Trost Brothers
 Wathen & Co., R. E.
 Weller & Sons, W. L.
 Wright & Taylor
 Uri & Co., N. M.

Maysville.
 Rogers & Co., G. W.

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 Anderson Dist. Co., E. L.

Owensboro.
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Paducah.
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 Cummings & Co.
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 Lanahan & Son, Wm.
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 Monticello Distilling Co.
 Roxbury Distilling Co.
 Webb & Sons, Branch, A. L.
 Wilson Distilling Co.
 Wineke-Baurnerschmidt Co.,
 The

MASSACHUSETTS.
Boston.
 Empire Distg. Co., Branch
 Mills & Co., Branch, D. T.

MINNESOTA.
St. Paul.
 St. Paul Distillery, Branch

MISSOURI.
St. Louis.
 Kamp Distilling Co.
 Mound City Distilling Co.,
 Branch

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Omaha.
 Iler & Co., Branch

NEW YORK.
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 De Bary & Co., Frederick
 Elsing & Co., E.
 Engs & Sons Co., P. W.
 Graef & Co., Chas.
 Kentucky Distilleries and
 Warehouse Co.
 Kessler & Co., Geo. A.
 Kirk & Co., H. B.
 Kroger & Co., Henry
 Lachman & Jacobi
 Luyties Brothers
 Markey Co., Branch, The E. J.
 National Distributing Co.,
 Branch
 Paris, Allen & Co.
 Sonn Bros. Co.
 Roosevelt & Schuyler.
 Spellman & Co., E. L.
 Steinhardt Bros. & Co.
 Streif & Co., Samuel
 Taylor & Co., W. A.
 Webb & Son, Branch, Jas. A.
 Wile, Sons & Co., Julius
 Wolfe Co., Udoelpho
 Wuppermann, J. W.

OHIO.
Cincinnati.
 Bieler's Sons, Geo.
 Biles & Co., W. C.
 Bramsche & Krenning

MASSACHUSETTS.
 Cincinnati Bottlers' Supply
 Company
 Clarkson & Sons, A. E.
 Clifton Springs Dist. Co.
 Diamond Distilleries Co.
 Debar & Co., Joseph
 Edgewood Distilling Co.
 Fleischmann & Co.
 Freiberg & Kahn
 Freiberg & Workum

Freiberg, J. & A.
 Freiberg, Jr. & Co., Julius
 Freiberg, Sig. & Sol. H.
 Fries & Bro., Alex.
 Furst Bros.
 Gerdes Co., G. & B.
 Gluck Co., F. P.
 Guggenheim Co., Albert M.
 Hauser, Brenner & Fath
 Co., The
 Hoffheimer Bros. Co., The
 Hoffman & Ahlers
 Johnson & Co., W. W.
 Klein Brothers
 Levi & Ottenheimer
 Levy & Bros., Jas.
 Live Oak Distilling Co., The
 Magnus & Co., Jos. A.
 Meier & Bro., H. Wm.
 Michelson & Bros., I.
 Mill Creek Dist. Co., Branch
 Nivison & Weiskopf
 Oker Sons Co., Jos.
 Old "76" Distilling Co.
 Pfeiffer & Co., Chas. M.
 Rheinstrom, Bettman John-
 son & Co.
 Rheinstrom Brothers.
 Rosenthal & Sons, H.
 Roth & Co., Chas.
 Sandheger, C.
 Seufferle, Wm.
 Silverman & Co., Joseph
 Standard Distilling Co.
 Star Distillery Co.
 Strauss Pritz & Co.
 Sunny Side Distilling Co.
 Trager & Co., I.
 Ullman & Co.
 Union Distilling Co.
 Walsh & Co., James
 Westheimer & Sons, Fer-
 dinand

Cleveland.
 Weideman Co., The
 Ullman, Einstein & Co.

Dayton.
 Rauh & Sons, S.

Findlay.
 Scott & Co., John A.

Marblehead.
 Moliter, C.

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Lucesco P. O.
 Schenley Distillery, Ltd.

Philadelphia.
 Brice & Co., Wm.
 Brunhild, Simon & Co.
 Dougherty & Downs, Branch
 Dougherty's Sons, J. A.
 Fischer, Bernard
 Gallagher, Christopher
 Hannis Distilling Co.
 Maguire, Edward T.
 Moore & Sinnot.
 Mutual Distilling Co.
 Myers, Angelo
 Netter Brothers
 Norris & Co., Alfred E.
 Philadelphia Pure Rye
 Whiskey Dist. Co. of Pa.
 Roskam, Gerstley & Co.
 Rothschild Brothers
 Trainer, Edward
 White, Hentz & Co.
 Young Co., Ltd., Alex

Pittsburg.
 Guckenheimer & Bros., A.
 Haller, Samuel P.
 Hamburger Distillery, Ltd.
 Sunstein & Sons, C.
 Thompson Distilling Co.
 Vandegrift Distilling Co.

Pottstown.
 Wetherbold, S. B.

TENNESSEE.
Knoxville.
 Ashe, G. J.
Lynchburg.
 Daniel, Jack
Memphis.
 Nathan & Co., Emil

TEXAS.
Dallas.
 Eppstein & Co., E.
 Swope & Mangold
Fort Worth.
 Casey-Swasey Co.

VIRGINIA.
Portsmouth.
 Mahoney, J. & E.

PACIFIC WINE & SPIRIT REVIEW

JOURNAL
OF
VINICULTURE.

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

The African in the Woodpile.

PRIVATE advices received from Washington in the early part of the month show that the Bell pure wine bill has been "bottled up" in the Ways and Means Committee, and the California delegation are compelled to admit that there is no hope of getting it out of the pigeon hole this session. Furthermore, they express the belief that the bill cannot be passed, owing to the opposition of the Congressmen representing the wine-making States of the East.

It is significant that the latest issue of the "American Wine Press" announces that "It can safely be said that little more will be heard of the Bell wine bill."

In this connection, it may be stated that this measure, which provides only for the protection of pure wines and the branding of adulterated wines as such, was given the united support of the wine men of California.

When this measure developed strength and promised to become a law, as it should, we hear of the sudden organization of the "American Wine Growers Association," the membership of which would lead a stranger to the supposition that there are no wine producers in this country save in the Eastern States. Later we learn that a committee appointed by this organization has been in Washington camping on the trail of Congressmen from New York and Ohio, the leading wine-making States of the East. Result, the pure wine bill sidetracked.

In view of the foregoing, it is amusing to read the following from the constitution of the association in question:

Article 2. Objects.—The objects of this association shall be to bring about a mutual understanding and harmony of action among all wine-growers or wine-producers of the United States, to promote and protect the interests of such growers, and to encourage and increase the sale of their products.

It is a new brand of "harmony" these people are bringing about—something in the nature of the Donnybrook Fair brand. The first thing they do to bring about harmony is to sand-bag a measure, the adoption of which was desired unanimously by the wine men of California.

Where is that jewel known as consistency?

He Has to Be Shown.

THE "Pacific Wine and Spirit Review" may be desirable for San Francisco importers, whisky distillers and brokers, also for saloons, by telling "where to get good things to eat and drink," but some people wonder where the California wine industry comes in with all this queer mixture.—"American Wine Press."

We know not whether the writer of the foregoing is from Missouri, but it is plain that he needs to be "shown." In this benighted neck of the woods the hotel, restaurant and bar are the places wherein people sample, and eventually acquire a taste for our dry, as well as sweet, wines. In fact, these resorts are largely the schools in which the palate is educated.

It is evident that the Eastern editor is a soda-water enthusiast, and therefore cannot know these matters of common knowledge among people who drink wines.

Mr. Gillet Is Still Obscure.

OUR wine and mineral water contemporary, of New York, waxes wroth at the editor of this journal because he placed one Felix Gillet of Nevada City in the category of obscure persons identified with the California wine industry. We wrote with knowledge of the fact. The "Prominent Wine Maker," who hails from a mining camp in the Sierras, rushed into the columns of our 'steemed contemporary to tell what he did not know about "Sugar Wines" in California. The subject was a welcome one to the journal representing Eastern wine makers and Mr. Gillet's screed was hailed as the dictum of an authority.

For the information of the paper in question, we will state that Mr. Gillet is nobody, so far as the California wine industry is concerned. We have made inquiries amongst gentlemen who were members of the Viticultural Commission concerning Mr. Felix Gillet's record. We are informed by them that Mr. Gillet was a nurseryman at Nevada City, but that, so far as they know, he has not now, nor has he ever had, any connection with any wine-making concern. He was appointed to the inspectorship in Nevada district because he was the only man available. Seeing that the vine-growing industry was practically non-existent in that part of California, the position was nothing but a sinecure. The principal duty, we are informed, was the distribution of pamphlets. As a distributor of pamphlets the gentlemen we have consulted are prepared to admit that Mr. Gillet was a pronounced success. But when he is quoted as an authority on the making of wines in California, they deny that he has the requisite qualifications.

This should be sufficient to settle the question, "Who is Gillet?"

The Wine Exhibit at St. Louis.

THERE is no longer any room for doubt as to the success of the California wine exhibit at the St. Louis Exposition. Thanks to the efforts of the joint committee, of which Mr. Charles Bundlach-Bundschu is the tireless chairman, and of Mr. F. A. Haber, Manager of the exhibit, the display will not only reflect credit upon the State, but will be the means of drawing the attention of the world to the fact that California is the home of the grape in America and produces pure wines of the very highest excellence.

The exhibit, a description of which appeared in the "Review" last month, has been arranged on the most artistic lines. In this issue we present a cut, showing the main features of the design.

Thirty-two firms will exhibit, and all the space has been filled up. The names of the exhibiting firms are:

The California Wine Association; A. Repsold & Co., San Francisco; Bundlach-Bundschu Wine Co., San Francisco; A. Schilling & Co., San Francisco; Italian Vineyard Co., Los Angeles; Wetmore-Bowen Co., San Francisco; Lachman & Jacobi, San Francisco; Schlesinger & Bender, San Francisco; French-American Wine Co., San Francisco; California Wine and Brandy Co., San Francisco; Theo. Gier Co., Oakland and San Francisco; William Hoelscher & Co., San Francisco; The Rosenblatt Co., San Francisco; Italian-Swiss Colony; P. C. Rossi, San Francisco; Chauche & Bon, San Francisco; H. J. Wollacott, Los Angeles; C. I. de Turk, San Francisco; Napa & Sonoma Wine Co., San Francisco; The E. G. Lyons-Raas Co., San Francisco; The E. G. Lyons Co., San Francisco; Southern California Wine Co., Los Angeles; A. Finke's Widow, San Francisco; Brun & Chaux, Oakville; Sierra Madre Vintage Co., Los Angeles; Edward Germain Wine Co., Los Angeles; Dr. H. M. Cross, Livermore; Dresel & Co., Sonoma; California Winery, Sacramento; E. Martinoni & Co., San Francisco; Paul Masson & Co., San Jose; W. S. Keyes, Laportia Vineyard, Howell Mountain.

During March Mr. Haber visited Napa and Sonoma counties and had some success in interesting wine growers and makers in the exhibit. The subscriptions now amount to \$3,750. The following have subscribed, in addition to those mentioned in the "Review" last month: E. H. Lancel & Co., San Francisco, \$20; Edward Germain Wine Co., Los Angeles, \$50; Hermann Granz, Fresno, \$50; Sierra Madre Vineyard Co., Los Angeles, \$75 (second contribution); Dr. H. M. Cross, Liver

more, \$50; J. Chauvet & Son, Glen Ellen, \$55; F. Lemoine, Glen Ellen, \$10; B. W. Paxton, Santa Rosa, \$25; Dresel & Co., Sonoma, \$75; J. L. Christin & Co., Napa, \$20; Beringer Bros., St. Helena, \$50; Kortum & Fuelcher, Calistoga, \$50; A. Grimm & Co., Calistoga, \$10; F. Salini & Co., St. Helena, \$10; California Barrel Co., San Francisco, \$50; Daniel Meyer, banker, San Francisco, \$50; Korbel Bros., San Francisco, \$50; C. H. Wentz, Livermore, \$25; California Winery, Sacramento, \$50; George West & Son, Stockton, \$25; E. Martinoni, San Francisco, \$75; Sierra Vista Co., \$25; Ruby Hill Vineyard Co., Livermore, \$50; Kuhls, Schwarke & Co., San Francisco, \$25; A. Mattel, Malaga, \$50; Paul Masson Champagne Co., San Jose, \$75; A. L. Tubbs & Co., Napa, \$50; W. S. Keyes, Howell Mountains, \$125; The Rosenblatt Co., San Francisco, \$25 (second contribution).

Very generous contributions of glassware, refrigerator, ornaments, necessities for the sample room, brushes, napkins, etc., were made by Natham, Dohrmann & Co. and the C. Solomon Jr. Co. This saved the committee an expenditure of \$250. The committee is still in need of funds, and any contributions, addressed to Mr. Charles Bundschu, will be gratefully appreciated.

The wines for exhibit and for entertaining purposes will comprise about 500 cases, of which 400 are now in the Arizona warehouse, in this city. The wine will go forward to St. Louis about the 15th of April, when all danger of freezing will be past. Mr. Haber leaves for St. Louis not later than the 3d of April, to superintend the arrangement of the exhibit.

No Reduction in West-Bound Rates.

E. R. LILIENTHAL, of the Crown Distilleries Company, and J. H. Mundy, of Jones, Mundy & Co., have returned from New York, after attending the meeting of the Spirit Distributors of the United States. On the return trip they stopped off at Chicago, where they met Messrs. Stubbs of the Southern Pacific, Morton of the Santa Fe and Miller of the Burlington railroad lines, but failed to secure any modification of the rates now in effect on liquors in carload lots. One important result of the meeting of spirit distributors was the agreement that in future credit should not be extended for more than five days.

Important to Sweet Wine Makers.

THE officials of the Internal Revenue Department have compiled blank forms for the reports of sweet wine makers and gaugers that will be found not only convenient, but great time-savers. By the use of these forms the work of the producer, the gauger and the statistician in the revenue office is reduced and simplified. Gaugers' forms 59½, 275, 261 and 257 are now ready for distribution. Form 261 should receive the particular attention of wine makers in order that they may be prepared to benefit by it in the coming wine-making season. Copies of the form may be had upon application to the Internal Revenue Office, this city.

One of the brightest and most interesting liquor trade journals that comes to our desk from England is *The Wine and Spirit Journal*, of London. It is got up and edited very much on the lines of American trade papers, and shows genuine enterprise and many evidences of deserved success. The news is reliable and always up to date. *The Wine and Spirit Journal* is undoubtedly one of the very best liquor publications issued in the United Kingdom.

The recent death of Christian G. Frash removes one of the fathers of the California wine industry. Mr. Frash, who had reached the age of 78 years, was born in Stuttgart, Germany, and came to this country when a young man. He planted vineyards near Fresno and elsewhere in California, and engaged in the manufacture of champagne and other wines. For some years before his death Mr. Frash had been attending to the mercantile end of the business in New York.

Obituary

THE announcement of the sudden death of Thomas R. Minturn, general manager of Geo. West & Son (Incorporated), has been the cause of much surprise and sincere regret. He died from heart failure Saturday, March 19th, while inspecting the mountain stock ranch, twenty miles east of Visalia, in which he was interested. He was taken suddenly ill while driving in the hills, six miles from the nearest ranch house, and breathed his last within two hours.

His remains were taken to his home in Stockton, where the funeral services of the Episcopal Church were held, after which the remains were conducted to the Mountain View Cemetery in Oakland and cremated. The cremation ceremonies were witnessed by his brother, eldest son, and business associates.

Mr. Minturn was one of the most noted and most popular men of the San Joaquin Valley. He was born in Bristol, Rhode Island, in 1849, and came with his father's family to settle in the lower San Joaquin Valley in the early days of its development. As he grew to manhood he became prominent in connection with large stock and grain raising enterprises, and developed superior executive qualities.

When vine-growing became a recognized industry in the State in 1880 he induced Mr. George West of the El Pinal vineyard of Stockton to join him in setting out a large vineyard at Minturn, Madera County, on the line of the Southern Pacific Railroad. This enterprise attracted the attention of the pioneer wine merchant of San Francisco, Mr. Charles Kohler, who purchased an interest in the property, after which it was incorporated under the name of the Sierra Vista Vineyard Company.

This property consists of three thousand acres of land, of which eleven hundred acres are planted in wine grapes, the rest in grain. A large winery and distillery is also situated on the place. The company added to this property in recent years ten thousand acres in grazing land on the Sierra foothills, east of Visalia, which is well stocked with cattle.

When the interests of Geo. West & Son were extended into Fresno and Kings counties, Mr. Minturn became an assistant manager, and his executive ability enabled the firm to succeed in building up the extraordinary business which was in 1902, consolidated as Geo. West & Son (Incorporated), of which firm he was made general manager. This company crushed at their different wineries sixty-three thousand tons of grapes in 1902.

Mr. Minturn was a man of fine appearance and most affable manners. His character and disposition endeared him to all he came in contact with and his loss is severely felt by a large and influential circle of friends. He was a relation of Mr. George West.

He leaves a wife, who resides in Stockton, and four sons. One of his sons, Ward B. Minturn, is in charge of the Sierra Vista property assisted by his brother, Thomas R. Minturn, Jr. The younger sons, Leroy and Lloyd, are studying at the Belmont school.

Mr. Minturn's loss will be long felt in business circles, but the memory of his staunch loyal manhood will ever remain.



WINE AND VINE NEWS OF THE STATE



Andrea Sbarboro says that four of the new 25,000-gallon glass-lined cement wine tanks have been completed at Asti. It took three months to complete the tanks, which are strengthened by iron rods set in the cement, and which were lined with plate glass under the supervision of an expert from Italy.

The Imperial Russian Minister of Finance has offered a prize of 50,000 roubles to the person who will invent some way of making alcohol undrinkable, reports Consul Warner, at Leipsic, Germany.

Artesia Vineyard Co., of Artesia; capital stock \$10,000; subscribed, \$6,200, by W. N. Frampton, E. G. Gillespie, R. E. Dalley, Charles Young and J. B. Hollingsworth.

San Francisco—Tansan Mineral Water Co.; capital stock \$50,000; shares \$100 each; subscribed \$2,500, by W. D. Stubbs, E. C. Sessions, M. T. Vandall, A. W. and Hugh Goodfellow, five shares each; place of business, San Francisco.

J. O'B. Gunn, of Windsor, has purchased twenty-five tons of fertilizer for his vineyard from the California Fertilizer Works. A. J. Dehay and F. Hagameyer, of Cloverdale, have also received large shipments of fertilizer.—*Healdsburg Tribune*.

B. W. Paxton, of the Santa Rosa Bank, owner of the Madrona Knoll vineyard near Healdsburg, made a substantial contribution towards the California viticulture exhibit at the St. Louis Exposition.

M. A. Eiseman, of New York, owner of the Yolo winery plant, is making preparations to enlarge the plant. Mr. Eiseman recently sold 147,000 gallons of wine to Lachman & Jacobi, of San Francisco. This represents the output of the season of 1903. The price received for this wine was in the neighborhood of \$36,000.

Mail advices received recently by *California Fruit Grower* state that there have been some five-year contracts entered into between the wine grape growers and the wine makers for Mission grapes grown about Elk Grove, Sacramento county, at much better prices than were paid for the crop last year.—*California Fruit Grower*.

A number of years ago the grape growers were digging up their Muscatel vines as unprofitable, and now there is a brisk demand for this variety for planting, says the *Yuba City Farmer*. Furthermore, it is reported that one nursery company has ordered a million grape cuttings from vineyards in this county, mostly of the Thompson seedless variety. The price paid for the cuttings is from one to two dollars per thousand.

INSTITUTE FOR Fermentative Industries

DR. A. WILHELMJ, Director

519 Mission Street, San Francisco, Cal.

COURSES IN WINE CULTURE

First Course: May 2d to May 27th.

Second Course: June 6th to July 1st.

•=====Write for Particulars

WINE AND VINE NEWS OF THE STATE

Wine Grape Prices Named.

The Hotchkiss winery here offers to contract grapes for a period of years at \$15 per ton, and guarantees cash payment upon delivery of each crop, says Windsor *Herald*. Grape growers will be encouraged by this offer. There was but little complaint at the price of grapes last year, but the manner of payment met and deserved much condemnation, not only among grape growers, but among all classes of business men, who even now find an uncertain tone in the markets which may be traced to economy on the farm. Little or no vineyard has been planted in this section this year, but it is thought that this offer coming so early in the season will cause many to plant vines who had not intended to do so this year. Resistants will be planted.

A Grape Growers' Organization.

THE successful organization of an association of grape growers at a meeting in San Francisco last week, as reported in another column, is a very proper and rightly directed movement. The need for such a body to watch and conserve the interests of those "living by the cultivation of their vineyards"—to quote the words of the circular convening the meeting—cannot be gainsaid. There is plenty of scope for the operations of the organization, and much work lies ready to its hands. The annual gatherings which it is proposed to hold may be made the medium of a most instructive interchange of ideas by means of papers and informal talks. By co-operating with the Department of Agriculture in the matter of investigating diseases which infest vineyards, the association will bring about very much better results than those which have attended consideration of these matters in the past.

The "Anaheim" disease has, as the founders of the association assert, "baffled the investigation of scientific observers

and of practical workers." An association such as that now brought into existence, by co-ordinating the observations of growers in all parts of the State, can do much to aid in the fight against a disease which has already destroyed many thousand acres of vines. In a limited way this organization, if properly conducted, can take up the work within certain lines that was being carried on by the former State Board of Viticulture, a body which was abolished by Governor Budd for political purposes. The movement is an excellent one, and should have the hearty support of viticulturists throughout the State. The REVIEW will do all in its power to promote the success of the organization.

Representatives of the Stockton branch of the San Joaquin County Viticultural Association appeared before the Board of Supervisors last Saturday afternoon and asked that the recently passed county license ordinance be amended in that section which imposes a tax of \$20 a year on all winemen who make 500 gallons or less and \$50 on all who make over 500 gallons. The winemen claim that the ordinance would make winemaking a monopoly in this county, as it would completely shut out the small vineyardist who makes up his own grapes into wine. The matter was taken under advisement until next meeting.—*Lodi Sentinel*.

There is nothing discouraging to the California wine grower in the announcement that comes from the East that the wine men east of the Rockies are forming themselves into a gigantic association to combat California wines. It simply means that California wines are growing in favor as they are becoming known. The only thing the local grower need do under the circumstances is to maintain the present high standard of his product and it will successfully meet all such opposition.—*Livermore Herald*.

Wine Making Machinery

FRANK C. BIRCH

Mechanical and
Consulting Engineer

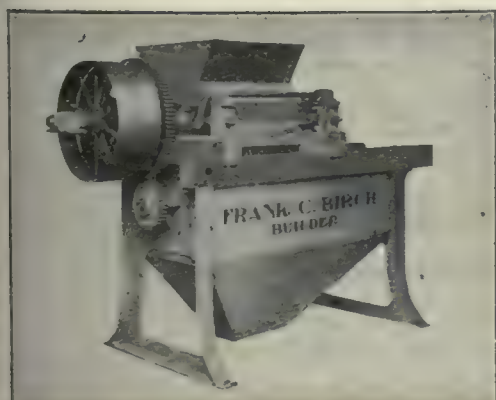
519 Mission Street, Merle Bldg., S. F.

Manufacturer of All Kinds of

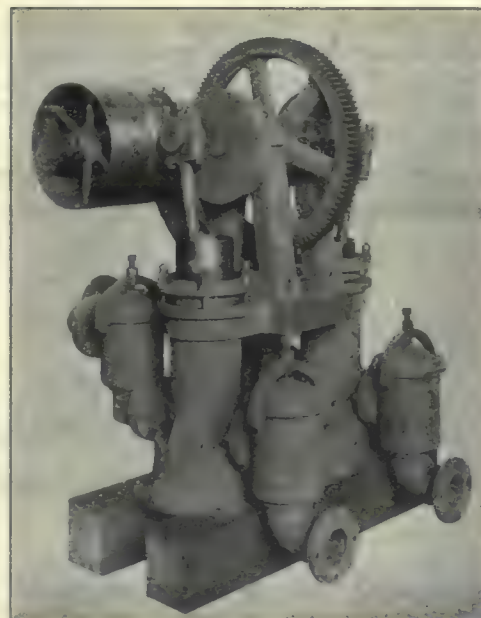
WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



CRUSHER



MUST PUMP

(Continued from Page 28.)

tion," answered Mr. Husmann. "We have been studying the problems for twenty years, but there has been nothing systematic until now."

"If it is going to take five to ten years, by that time there will be no vineyards," said Bruck.

"The Government is not going to let this thing drop," responded Mr. Husmann. "The large experiment areas have been taken on a lease of twenty-five years."

He explained further that he intended later on to have a resident viticulturist in this State. He himself would come out here twice a year.

In answer to Mr. Malter, Professor Husmann said he had seen vineyards about Fresno that were decidedly sick, but what they were suffering from he would not want to say.

Mr. Malter stated what his own experience was in fighting diseased vines. He did not know what the disease was, but it had yielded to treatment of a winter wash made this way: Five pounds of sulphate of copper dissolved in hot water, the mixture diluted to 50 gallons; enough slacked lime added to turn the color from blue to green; then add three per cent solution of carbolic acid. With this the vines were whitewashed before the leaves came out in winter time and again before the vine came out in bloom. The result was to kill the disease; but he did not think it was Anaheim disease.

THE PURE WINE BILL.

On the motion of Messrs. Joseph Voyle of Alameda and C. A. Wetmore of Stockton, it was decided to reconsider the resolution adopted on the first day unanimously endorsing the Bell pure wine bill. The attendance at the meeting was by this time very much reduced.

Mr. Charles A. Wetmore said that the San Joaquin Viticultural Society, of which he was a member, had always been opposed to the bill. The reason why he and others were against the bill was that it proposed, for the first time in the history of this country, to place the vine grower under the heel of the tax gatherer—"and the heel of the tax gatherer is a very rough heel," he added. Mr. Wetmore alleged, in a lengthy speech, that the measure had been introduced in the interest of the "wine trust," which, he said, controlled nine-tenths of the wine industry of this State. The "trusts" wanted to crush the independent growers, and the pure wine bill was introduced to enable them to do this.

Bismarck Bruck, who is a personal friend of Congressman Bell, successfully exposed the fallacy of the statement that the bill was introduced at the behest of any "trust."

"The measure," said he, "was framed simply with the object which its name indicates, namely, to compel wine makers to produce nothing but pure wine. As for the tax of one-tenth of a cent on pure wines, Mr. Sbarboro and Mr. Rossi and other big manufacturers were at first opposed to it because it would press somewhat severely on the big makers. To the small growers and makers of wine, the tax is but a trifle, so there is no foundation for the statement that it will have the effect of crushing them. If the making of spurious wines and the adulteration of wine is stopped it will be greatly to the benefit of the industry, and that is what the bill is designed to do. It is the grower that is most vitally concerned, and not the 'trust' that Mr. Wetmore speaks about. Mr. Bell is absolutely honest in his intention, and his one aim is to benefit the California wine industry."

Professor Twight pointed out, very aptly, that the main idea of the Bell bill was to prevent the re-fermentation of the pomace, with water and sugar added. That was a thing which ought to be very strongly op-

posed. Some Eastern firms re-fermented the pomace two or three times, thus producing a purely artificial wine. The Bell bill would absolutely prevent such tactics, and should be supported for that reason.

SPEECH BY MR. CHARLES BUNDSCHU.

Mr. Charles Bundschu then addressed the meeting, saying in part:

"The committee which conferred with Mr. Bell (of which I was a member) discussed the bill for three hours, and we well saw the difficulties that confronted California in getting the measure through Congress. We pointed out to Mr. Bell that Ohio and the other Eastern States would be antagonistic to incorporating in the bill a definition of wine as the pure grape juice and nothing else. The Eastern wine papers are most anxious to seize upon an opportunity to identify California with adulteration. But we know that our wines are pure.

"The Eastern people cannot make wine under this pure wine bill. Where is California as a political influence compared with the States that are opposed to us on this question? They have sufficient pull to kill the bill in spite of all that California might do. Therefore, I was in favor of making some concession, but I agreed with the rest of the committee that it would be a good thing to let the bill go before Congress as a declaration of California principle—as a pronouncement to the world that California wine makers are willing that wine should be defined as the juice of the grape and nothing added. We told Mr. Bell to feel his way and see what could be done, but it was considered that he would have no chance of getting it through in the face of the determined opposition of the Eastern wine makers, who are compelled to use sugar every vintage.

"The California wine industry is constantly misrepresented in the trade journals of the East. If you read the issue before last of one of the New York publications, you will see an article written by a gentleman of Nevada City, in this State, describing how sugar wines are made in California. In a general way he reports that sugar wine is made here, leading readers to think that it is quite a common practice. I am in correspondence with the editor of the journal in question, but when I read that article I was so mortified that I could not bring myself to write to him. You all know we are producing pure wines in this State. If within the past few years the miscreants have done otherwise we all regret it, and it should not be fastened upon by a trade journal in the East as showing that we make impure wines as a practice. We are ready to show at St. Louis what we are doing, and here we find a wine journal unjustly condemning our methods."

Mr. Bundschu was loudly cheered as he resumed his seat—a compliment which had been paid no other speaker during the convention.

Mr. Wetmore moved that the whole matter be referred to Mr. Bundschu, with the request that he correspond with Mr. Bell. Mr. Bundschu declined to take the responsibility on his shoulders singly, and eventually the following committee was appointed to take the question into consideration: Messrs. Charles Bundschu (chairman), W. Malter, B. Bruck, Frank Swett and B. Towne.

THE WINE EXHIBIT AT ST. LOUIS.

Mr. Bundschu offered the following resolution, which was adopted unanimously:

Resolved, That the California Viticultural Club pledges its hearty and energetic support to the joint viticultural exhibit at the exposition in St. Louis, and suggests that every viticulturist and interested party should lend his strongest moral and financial aid to make this California exhibit a demonstrative success.

After a few concluding remarks by President Swett and the passing of votes of thanks, the meeting terminated.

J. J. JENKINS, President

S. F. MACFARLANE, Secy. and Treas.

AUGUST R. RETHRY, Manager

Pacific Copper Works INCORPORATED

OF LOS ANGELES

PRACTICAL COPPERSMITHS

Manufacturers of Continuous Stills, Vacuum Pans, Jacketted Kettles, Drums
Finishing Cylinders, Coils, Etc.

Brewers, Wine Makers and Distillers will find it to their advantage to let us do their work instead of Sending to San Francisco.
We make the Best Continuous Still produced in America.

HOME PHONE 4925
SUNSET PHONE SOUTH 98

823 Santee Street, Los Angeles, Cal.

Internal Revenue and Customs Rulings.

(752.)

Distilled spirits—Warehouse Certificates.

The Government has no responsibility for the issuance and sale of warehouse certificates for whiskey by distillers.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., February 26, 1904.

SIR: The warehouse certificate "Contract for blended whiskies," purporting to have been issued by the president of the ———, which you submitted to me, is returned herewith to you, together with the accompanying letter, wherein inquiry is made whether this certificate "is a bonded warehouse receipt and good in anyone's hands, or is it, as it seems, an enforceable contract?"

You will please inform the person making this inquiry that this certificate is merely an enforceable contract; and the persons who, it is stated, have paid for this and other similar warehouse receipts for whiskey "in full, but have not yet obtained the whiskey," have no remedy except through the courts.

The Government of the United States has no responsibility whatever for the issuance and sale of warehouse certificates for whiskey by distillers; the certificates are not issued under the internal revenue laws, or any other laws of the United States, and purchasers thereof have no recourse against the United States, either in a case like this, in which it is said that "the ——— Company has failed," or in any other case. * * *

Respectfully, JOHN W. YERKES, *Commissioner*.
To ———.

(753.)

Distiller's annual bond—Scope of obligation.

Decision in United States v. James B. Richardson et al., eastern district of North Carolina.—The distiller's annual bond is liable for the tax on spirits removed from warehouse without payment of tax.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., February 27, 1904.

To collectors of internal revenue and others:

The appended opinion of the United States District Court for the eastern district of North Carolina is published for the information of all concerned.

JOHN W. YERKES, *Commissioner*.

IN THE DISTRICT COURT OF THE UNITED STATES, EASTERN DISTRICT OF NORTH CAROLINA.

United States v. James B. Richardson, National Surety Company.

PURNELL, *district judge, (orally)*: The plaintiff declares upon a bond the conditions of which are as follows:

"If the said James B. Richardson shall, in all respects, faithfully comply with all the provisions of law relating to the duties and business of distillers, and shall pay all penalties incurred or fines imposed on him for violation of any of the said provisions," etc.

The facts are agreed that the defendant Richardson was a distiller and executed the bond set out with the conditions therein recited, and the distilled spirits placed in the distillery warehouse were removed therefrom without the payment of the tax. The suit is on the bond for the tax assessed by the Commissioner of Internal Revenue on the spirits produced at the distillery. The defendant contends that under the decision of the Supreme Court in United States v. Freeland (186 U. S., 309) the liability of the surety cannot be extended beyond a fair scope of the terms of the contract; and because a warehouse bond is required, the surety is not liable on this bond—that is, that the annual bond was to include the tax is negated by the provision of law relating to the transportation of spirits from the distillery warehouse for export and its withdrawal from the warehouse for the sciences and arts. The citation of this authority is sufficient to answer the contention that the warehouse bond does not cover this and is not cumulative, but if cumulative does not vitiate this bond; but the only question for decision is the liability of the surety on the distiller's bond. One of the duties required of the distiller by law is that he shall pay the tax on distilled spirits produced at his distillery before the same is removed from the distillery premises, and a penalty is imposed upon him for a failure to do so.

The case cited by the United States attorney, United States v. National Surety Company (122 Fed. Rep., 904), by the Circuit Court of Appeals of the sixth circuit, seems to be conclusive as to all the arguments advanced by the defendant surety company, and upon this authority judgment will be rendered in favor of the plaintiff and against the defendant for the sum declared on in the complaint. Every question raised in the argument or the brief is answered on authority in the able opinion of Judge Clark in the last-cited case of United States v. National Surety Company. It is unnecessary to discuss the matter further.

NOTE: The decision in the case of the United States v. National Surety Company referred to is published in T. D. 665.

(775.)

Distillers' bonds—Married women.

Collector should require compliance with State law in regard to married women tendering bond as distiller.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., February 29, 1904.

SIR: Referring to your answer of the 16th instant to my inquiry of the 23d ultimo, as to the capacity of a married

California Fertilizer Works

(INCORPORATED)

JOHN BAYLE, President JOHN LACOSTE, Vice-President E. O. RIESER, Secretary and Treasurer
J. BAREILLES, C. A. ARTIGUES, Directors

MANUFACTURERS OF

Pure Bone Fertilizers



Fertilizer Materials

Bone Meal, Flush Guano, Sulphate of Ammonia, Fish Scraps, Muriate of Potash, Nitrate of Soda, Double Superphosphate and high grade Blood and Tankage. **Special Fertilizers Manufactured to Order.**

The manures manufactured by the California Fertilizer Works are made entirely from clean bone treated with acid, dry blood and flesh, potash and magnesia salts. The superiority of pure bone over any other phosphate material for fertilizer use is so well known that it needs no explanation. Address all letters to "J."

CALIFORNIA FERTILIZER WORKS, 534 Clay Street
San Francisco, Cal.

woman to execute a valid bond as distiller, and to the reply of Deputy Bryan to your inquiry that he "bonded Mrs. ———, and her husband said that it was all right for her to make a bond," I have to say that upon inquiry of United States Attorney Holton in regard to the law of the State as to Mrs. ———'s capacity as a *feme sole*, he replies that before a married woman can execute a bond which can be enforced against her she must become a "free trader" by a written instrument, signed by herself and husband, showing that she is authorized to conduct business in her own name, and the execution of this instrument must be proved before the clerk of the court of the county in which she resides, and be registered in the office of the Register of Deeds. The United States Attorney adds:

"This bond can, however, be enforced against the sureties for any default she may make. They are estopped from setting up her coverture as a defense to a recovery against them."

This office is of the opinion that you should require compliance with the State law in this regard on the part of any married woman who tenders a bond as distiller for your approval.

Respectfully, JOHN W. YERKES, *Commissioner*.
Mr. H. S. HARKINS, *Collector Fifth District, Ashville, N. C.*

(762.)

Brewers' Packages.

A spigot hole may be allowed in the side of the barrel in addition to the bung hole, except in cases where a spigot hole is located in the bung.—T. D. 743 explained.

(T. D. 25106—G. A. 5611.)

Jugs containing whiskey.

DECORATED EARTHENWARE—WHISKEY JUGS—COVERINGS.

Earthenware jugs, having on them decorative designs, used as containers for whiskey, are properly dutiable under paragraph 95, tariff act of 1897, as decorated earthenware, by virtue of the provisions of paragraph 296, which enacts that jugs containing spirituous liquors shall pay duty at the same rate as would be chargeable thereon if imported empty. The fact that such jugs may be the usual coverings of the whiskey is immaterial.

(761.)

Special tax.

No limitation in internal revenue laws with regard to alcoholic strength of so-called "soft" beverages. Special tax is required to be paid for the sale of any beverage contain-

ing distilled spirits, or wine, or malt liquor, unless the quantity of alcohol is too small to come within the notice of the law.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., March 8, 1904.

SIR: In reply to your inquiry of the 4th instant, you are hereby advised that there is no limitation in any provision of the internal revenue laws with regard to the alcoholic strength of so-called "soft" beverages.

Special tax is required to be paid under the internal revenue laws of the United States for the sale of any beverage that contains distilled spirits or wine (the fermented juice of grapes or other small fruits), or malt liquor, even if its alcoholic strength is as low as 1 per cent. Where, however, the quantity of alcohol in the beverage is so very small (say one-half of 1 per cent) as not to come within the notice of the law, special tax is not required to be paid for the sale of the beverage.

Respectfully,

ROBERT WILLIAMS, JR.,

Acting Commissioner.

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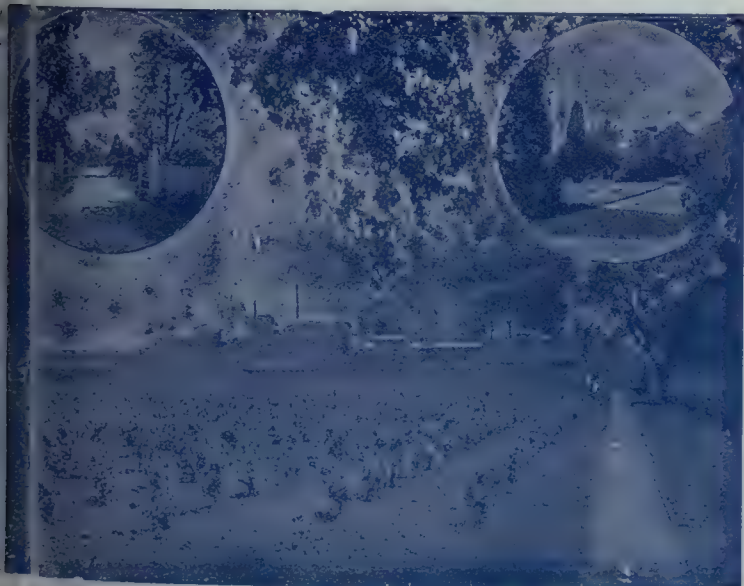
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VOL. XLVI.

SAN FRANCISCO, APRIL 30, 1904.

No. 6



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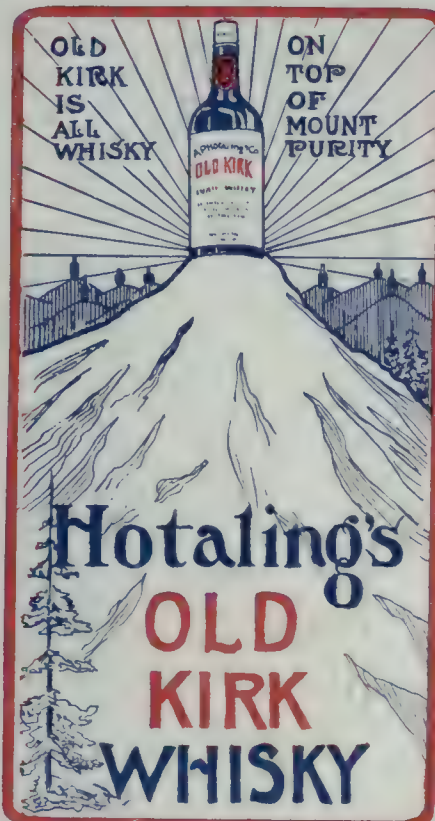
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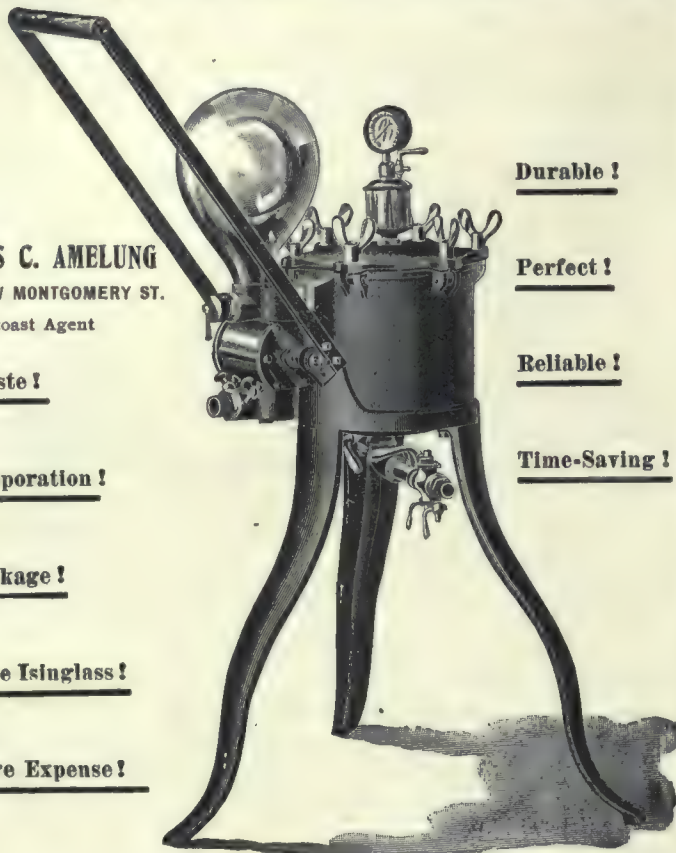
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PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE.

ORGAN OF THE WINE, SPIRIT AND BREWING TRADE OF THE PACIFIC COAST.

VOL. XLVI, No. 6.

SAN FRANCISCO, APRIL 30, 1904.

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Issued Monthly

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

WINES.—In the wine market there is no alteration of any moment to chronicle. For both sweet and dry wines prices are well sustained at the rates quoted last month. Eastern shipments are heavy. The market for case goods is just as good as it was at this time last year, in fact, a little better.

From Sacramento County it is reported that many growers have sold their coming crop at a good price. The grape growers of Woodland district were quoted prices for their Muscat and Mission grapes which are said to have been 25 per cent better than prices obtained last season.

Reports from all sections of the State indicate that the vines are in excellent condition. Although slight frosts have been experienced here and there, nothing sufficient to damage the crops has so far occurred.

Exports of wines for the month were 275 cases and 498,025 gallons, valued at \$174,629. Imports comprised 214 cases and 7 octaves.

The miscellaneous exports were 11,915 packages and 31,112 gallons, valued at \$16,679.

The receipts of wine from interior cellars during the month totalled 1,441,722 gallons.

The quantity of sweet wine produced in the State in March was 378,111.99 gallons.

BRANDY.—The brandy market is in good strong condition, with no feature calling for special mention. Desirable lots are gilt-edged property. Old brandies are remarkably scarce.

The quantity of brandy produced in both districts of the State in March was 16,622.5 gallons. There remained in bond on 31st of March 1,706,851.4 gallons.

The receipts of brandy from both districts during the month totalled 12,690 gallons.

Exports of brandy by sea were of small volume, aggregating 104 cases and 549 gallons, valued at \$1,951.

WHISKIES.—Some of the large houses are very well satisfied with the quantity of business transacted during April, while others complain that trade was dull. On the whole, it may be said that the demand during this month was not so brisk or so heavy as had been expected would be the case. This state of affairs is partly attributable to the frightful condition of the country roads in some portions of the State. When the weather settles and the roads become passable in these sections there is bound to be a lively movement of trade. In the city also the retail trade has been duller than is usual at this season. The rumors of strikes that have been in the air since the commencement of the year are blamed by saloonkeepers who have studied the conditions, for this undesirable state of affairs. There is evidence that private citizens, particularly those affiliated with labor unions, have been putting by all their spare money for prospective bad times.

Exports for the month were 1,881 cases and 4,437 gallons, valued at \$20,436. Imports comprised 1,295 cases, 10 octaves, 486 barrels and 1 half cask.

IMPORTATIONS.—Fair conditions govern the import market, according to the report of those engaged in the importation of liquors, etc., to this port. Certainly, trade is quite as brisk as it was at this time last year, if not more so.

The principal items of imports were: Whiskey, 1,295 cases, 486 bbls, 1 half cask, 10 octaves; wine, 214 cases, 7 octaves; vermouth, 3,800 cases, 25 casks; mineral water, 736 cases; ginger ale, 212½ bbls; gin, 605 cases; beer, 120 cases bottled, 10 hogsheads, 10 kilderskins, 194 casks, 50 bbls; stout, 1,053 bbls; ale, 499 bbls Bass, 10 hogsheads, 10 bbls, 10 cases; brandy, 1,028 cases, 25 octaves, 3 half bbls; spirits, 290 cases; liquors, 275 cases; fernet branca, 250 cases; fruit juice, 36 bbls.

BEER.—The season is opening up well in the beer trade and the prospects are excellent. Imports by rail were but nominal during April. Imports by sea aggregated 120 cases bottled, 10 hogsheads, 10 kilderskins, 194 casks and 50 bbls. The exports by sea fell off somewhat as compared with those for the previous month, being 821 packages bottled and 420 packages bulk, valued at \$8,841.

New York Wine Market.

BUSINESS has been very slow during the past two weeks and is likely to continue that way for a little while, since we are fast approaching the time when the small dealer's sole preoccupation is to raise money for the license, and the hand to mouth buying practice which has been going on since some time is not likely to be soon discontinued.

Here, as far as prices are concerned, there is nothing changed in the situation; they are firm and the dullness even if it were prolonged, would not affect them.—*Bon-forts*, April 10th.

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on March 31, 1904, was 187,353 tax gallons.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of April up to the 26th were: Wine, 1,441,722 gallons; brandy, 12,690 gallons.

The trade and the public generally will be sorry to learn of the illness of Mr. Percy T. Morgan, president of the California Wine Association. Mr. Morgan has been troubled for some time past with an obstinate cold, which has settled on his chest and refuses to yield to treatment. Although Mr. Morgan has been confined to his residence for two weeks, his illness is not regarded as of a serious character. Everybody who knows him will wish him a speedy recovery.

Bills Relating to Bonded Warehouses.

AMONG the many bills pending before the Congressional Committee on Ways and Means, are several relating to customs laws respecting bonded warehouses and goods therein. Representative Wanger, of Pennsylvania, has introduced a measure (H. R. 10,425), governing the sale or transfer as security for debt of dutiable goods in bond. It provides that the customs officer shall recognize only one such transfer of any right, title, or interest in and to such goods. It is further provided that a re-transfer of the goods to the original owner shall be recognized by the customs officer, and further, that no pledge, sale, or transfer shall operate to divest the Government of its lien against the first owner of the goods for the payment of the lawful duties.

Representative Boutell, of Chicago, has introduced a bill, known as H. R. 9,303, which revives the old fight for a reduction of the tax on spirits. The essential provision of the bill is "That on and after the passage of this act there shall be levied and collected on all distilled spirits in bond at that time, or that have been or that may be then or thereafter produced in the United States, on which the tax is not paid before that date, a tax of seventy cents on each proof gallon, or wine gallon when below proof, and a proportionate tax at a like rate on all fractional parts of such proof or wine gallon."

Glass Whiskey Growing in Popularity.

THE fact has been commented upon recently by more than one liquor trade journal that bottled whiskies are steadily displacing goods sold in bulk. In no part of the country, probably, has greater advance been made in this respect than on the Pacific Coast. But a few years ago case goods, particularly Eastern brands, were a distinct novelty. The stock whiskey was in command of the situation, and the many familiar bottles that constitute so notable a feature of the bar to-day were unknown. Now exactly the opposite is the case. The bulk whiskey known as "house goods" has given way to goods in glass. This is no reflection, of course, upon the quality of the bulk goods formerly so popular. It merely marks a change in the taste of whiskey drinkers. It is plain, too, that the consumption of glass goods is only in its infancy. In the fierce competition now going on, the cheap rectified stuff that is traveling on flashy advertising, will have but a brief career, and the better class glass goods will inevitably capture the market.

The Louisville *Wine and Spirit Bulletin* published some figures showing the enormous increase in the amount of whiskey that is being put into glass. In 1903 the quantity of whiskey bottled in bond under Government supervision, was 718,000 gallons, being about three times as much as in the previous year. The *Bulletin* says that 1904 will probably show two or three times as much as 1903—very likely a million and a half to two million gallons with the Government stamp over the cork. Commercial bottling seems also to have kept pace fully with this remarkable increase in bottling in bond. Where transportation companies formerly handled thousands of barrels, they now handle hundreds of thousands of cases.

Railroads Restore Differential Rates.

THE wholesale liquor dealers of this coast have won a victory, if only a partial one, in having induced the transcontinental railways to restore the differential rates on carload and less than carload lots west bound. The new freight rates went into force on the 25th of this month. The "any quantity" rate of \$1.25, which had been in force since last October, has been wiped out, and rates of \$1.25 on carloads and \$1.50 on less than carloads substituted. This is not so favorable as the old schedule of \$1.10 on carload lots and \$1.25 on less than carload lots. But the liquor men on this coast are well pleased with the concession, incomplete as it is.

The restoration of the differential rate is largely due to Mr. E. R. Lilienthal, of the Crown Distilleries Company, who made a special trip East in order to forward the agitation in favor of the old system. Through his efforts the Pacific Coast Manufacturers' and Jobbers' Association took the matter up with the transcontinental companies, and in several conferences the entire subject has been discussed at length.

It was pointed out to the railroad men that they were guilty of an absurdity in putting themselves in a position where they were favoring the Middle West jobber and overlooking the Pacific Coast jobber. As a matter of fact, the Pacific Coast was flooded with representatives of the Middle West houses after the differential rate was abolished, and they succeeded in capturing a considerable proportion of the business. This benefit they did not share with the retailers, but kept for themselves.

STATEMENT BY E. R. LILIENTHAL.

Mr. Lilienthal, in the following statement made to THE WINE AND SPIRIT REVIEW, explains the position clearly:

"Transcontinental railway lines and their connections withdrew carload rate on whiskies and other liquors in October, 1903, as a disciplinary measure, because of the practice that had grown up in whiskey territory of consolidating and pooling cars, thus robbing them of the benefit of the less than carload rate. Prior rates had been carloads \$1.10, less than carloads \$1.25. Eliminating the carload rate, they put in an any-quantity rate of \$1.25.

"The wiping out of the differential between carloads and less than carloads deprived the jobbing trade of the coast of the advantage to which they were entitled as large shippers, and placed them on a parity with single-barrel shippers.

"This disadvantage, both financial and sentimental, was proving serious, and was regarded by the jobbing trade dealing in other commodities as a menace to the entire jobbing interests of the coast.

"The matter was taken up actively by the Pacific Coast Jobbers' and Manufacturers' Association, and resulted in the restoration of a differential between large and small shipments, making the rate, carloads \$1.25, less than carloads \$1.50. It is the desire of the jobbing trade, as expressed through the association, to further widen this differential; and while the rate of \$1.25 on carloads is higher than it should be, it is confidently believed that water competition will regulate this and assist in securing a reduction."

**Tom Gilmore
Sees Big Future
For This City.**

future of this city, and more especially as a market for American whiskies.

My vocabulary is altogether too poor to give other than a faint idea of the impressions received by me since coming to San Francisco and of my enthusiasm in regard to this city, its harbor, its people, its possibilities, and its future as a center of trade.

The Pacific Coast has few harbors, and without regard to any other states—considering only California—we have behind San Francisco an empire that stretches between latitudes corresponding with the latitudes of Germany, France and Italy; an empire that if laid on the Atlantic seaboard would reach from the northernmost boundaries of Massachusetts down and through Connecticut, New

EDITOR WINE AND SPIRIT REVIEW:
You asked for my impression of San Francisco as the metropolis of the Pacific Coast and what I think of the

trees laden with ripe fruit; say, on the first of January—your table decked with roses, which are blooming all about you—and at noon of the same day you can be upon the mountains playing snowball or skating, and in the afternoon of the same day you can go in bathing in the surf in the great Pacific Ocean.

You have here a country where all of the fruits of the temperate and torrid zone grow to perfection, and where you can find, out on the hillsides, in a profusion such as the imagination cannot picture all of the flowers that we see in the hothouses elsewhere throughout the United States. You have lands that yield in grapes from seven to eight tons per acre; that yield in alfalfa from ten to twelve tons per acre; on which pumpkins grow weighing 200 pounds and cucumbers weighing as much as 60 pounds; a land of ostrich farms and of great stock farms; of fine cattle and of famous racehorses; a State in which you may find deserts hundreds of miles long and mountain ranges with peaks that kiss the sky, and valleys of the most extraordinary fertility; a land in which every race of mankind finds that which is congenial.

This vast empire, equivalent to a very large proportion of Europe, and with a population of less than two million has already in San Francisco a metropolis of nearly half a million and a commerce that places her among the great cities of the world.

The many attractions that California possesses, the vast amount of land awaiting settlers, the wonderful climate and the great fertility of the soil insures a tremendous influx of population each year for many long years to come and justifies the statement made by a speaker in this city last summer to the effect "That had the Pilgrim Father landed at Golden Gate instead of Plymouth Rock, Massachusetts would to-day be a howling wilderness."

San Francisco is perhaps the most cosmopolitan city on earth, and there is no nation in Europe or in the Orient but what is contributing to its population each year to swell a colony located here.

The same is true in regard to the various states of this Union, and a remarkable feature in connection with this influx of population that I have noticed most especially is the fact that every one who arrives is delighted, and those who have been here for a few months declare they would not live in any other country.

I am thoroughly convinced, therefore, that San Francisco will continue to grow at a very rapid rate, and that it will ultimately become one of the greatest cities in the world, and I am satisfied that in time it will be by far the most interesting city in the world; and this because of its cosmopolitan population; and I am also satisfied that it will be one of the greatest markets in the United States for the sale of American whiskies and American products in general.

The people in San Francisco are high livers, liberal spenders, and the wage fund is perhaps the largest in proportion to the population of any city on earth. From these remarks, Mr. Editor, you can see that I am very enthusiastic in regard to San Francisco, and in regard to the Pacific Coast in general, and although I expect to return to Kentucky in August, and although I may never return to the Pacific slope, I shall always envy those who are so fortunate as to live in this earthly paradise. Yours truly,

T. M. GILMORE.



"TOM" GILMORE, WESTERN EDITOR, "BONFORTS."

York, Pennsylvania, New Jersey, Delaware, Virginia, North Carolina to Charleston, the "City by the Sea."

In this State of California, which must pour its wealth into the City of San Francisco each year, you have more that is attractive in the way of soil and climate and scenery, and of opportunity than can be found in any other part of the earth. You have here an empire where the climate is a matter, not of latitude, but of topography; where you raise oranges in the southern part of the State and in the northern part of the State, but not in the central part of the State.

It is a wonderful country, a marvelous country; a country in which you can eat your breakfast beneath the orange

Harmony With a Club.

THE fact that the new American Wine Growers' Association, of New York, completely ignored California wine interests until after the association had been organized and the committees formed, and the further fact that it was originally announced that one of the prime objects of the organization was to combat the competition of California wines, have occasioned much comment among viti-culturists of this State. The trend of feeling on the matter may be gathered from the following letter written by a well-known man in the wine trade to the president of the recently formed California Viticultural Club:

My dear Mr. ———. Among others we have received a circular addressed to the wine growers of the United States and signed by the "American Wine Growers' Association" of New York, soliciting us to become members of this association.

It is very likely that a great many people may be misled by the specious circular which has been sent out, but if you will investigate it I think you will find that it has merely been formed and promoted by a man by the name of Lee J. Vance, who is the editor of an Eastern paper called *The American Wine Press*, which for more than a year past has devoted its space principally to vilification and abuse of California wines—for the purpose of making American Wine Growers a tail to his journalistic kite. He has had his journal named as the official organ of this association, and the whole thing appears to be nothing more or less than a scheme for increasing his advertising patronage. This so-called American Wine Growers' Association was roused into life by the introduction of the Bell bill into Congress to secure purity in the manufacture of wines. This was a boomerang in the camp of Mr. Lee J. Vance because the California wine people have found it beneath their dignity to take any notice of his vaporings, and when he found that he would have to show his hand as being a falsifier in stating—as he has been doing for the past year—that Californians were in favor of impure wines while the Eastern men were in favor of pure wines, he forms this association in order to play the old trick of building a back fire.

You know as a matter of fact, and every Californian knows, that not once in ten years is it necessary to assist the saccharine in the grapes by the addition of sugar, while in the East it is absolutely necessary to do this every year or they would not be able to make any wines.

The circular sent out by the "American Wine Growers' Association" contains the following:

And so we take this early opportunity to cordially invite the wine-growers of California to become members of this Association and to help extend its work and influence. We want your advice and suggestion, your good will and support. Will you please send in your application for membership to the Secretary?

It is intended to make the American Wine Growers' Association a business organization to increase the American wine business. This could be and can be done in many ways, and already this association and our wine industry have received thousands of dollars of free notices in the daily newspapers.

Let us all be fair-minded. Let us put aside any personal feelings and petty rivalries. Let us all "pull together" for the welfare of our business.

And among others it is signed by Lee J. Vance; and yet the following is a quotation from Mr. Vance's journal, the *American Wine Press*, which in the same issue reports the meeting:

Representatives of practically all the wine cellars east of the Rocky

Mountains met at the Astor House yesterday and organized the "American Wine Growers' Association." The business was finished this morning. The association represents a combination in the eastern wine trade, and plans were formed to meet the growing rivalry of alleged impure and cheap California wines with foreign names and labels.

Among the resolutions passed was one appointing a committee to draw up a measure to be introduced in Congress for the purpose of stopping the making of the so-called "sugar wines" and other adulterated products in California which are dumped on the eastern markets.

This is indeed harmony with a club; and, in view of the above quotation, the invitation to California wine growers to join this association takes the palm for unblushing impudence.

I am sending you a marked copy of the last number of Mr. Vance's journal to show you how this man is continuing in a cowardly way his abuse of California wines. If you will read the proceedings on pages 18 to 20 you will find no mention of the matter which vilifies and libels California wines, which he inserts under the heading: "Press Comments" on the New Association."

I am writing you at this length because I think your club should take steps towards discouraging its members from lending themselves to the promotion of Mr. Vance's clever advertising scheme in behalf of his paper.

Of course I do not desire that my name should be used in this connection, because you know very well that a man who owns a newspaper has all the advantages over the ordinary individual who has no other weapons except decency and honesty.

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

TELEPHONE MAIN 5716

San Francisco, California



LOS ANGELES DEPARTMENT



LOS ANGELES, April 20.—As a result of the recent municipal election held in many of the Southern California towns the Anti-Saloon League can derive small comfort for the expected sweeping out of the liquor business did not materialize. In Azusa, Covina and Alhambra prohibition won out. Redondo went for high license, Fullerton is wet, Santa Paula voted for license, Oceanside decides to have licensed saloons. Anaheim voted to keep saloons open Sundays. In San Pedro the liquor question was not an issue, but it is said to be the intention of the Trustees to make a small increase in the tax. So far as can be estimated, the only gain the league made was in Azusa where two retail liquor houses will be put out of business.

In the vicinity of Chutes Park, owned by Maier & Zobelein, the brewers, there is now much agitation to prevent the granting of more licenses. Two efforts to open wholesale houses near the park, which is far outside "the zone," have failed this month. It is thought by the most conservative men in the business that the frequent attempts to jump the established bounds wherein the sale of liquor may be permitted is doing much to strengthen the agitators for prohibition. It is realized in Los Angeles that the liquor interests must combine for self-protection and discourage all attempts to get what the Police Commission has declared against giving.

Since the recent rains the vines in the southern country are looking well, and the grape outlook is encouraging. Many growers are sulphuring their vines, and where this is done the vineyards are in excellent condition. Even without more rain the grape crop is assured, but with a few more good showers the vines will show renewed life, and the product will excel all former years.

Los Angeles Notes.

Baer & Little are turning out some exceedingly fine sherry from the Glendale winery. This firm contemplates making extensive improvements before the next season comes around.

Cadet Iriberne from his distillery at Alamitos Beach, manages to supply the adjacent prohibition town of Long Beach.

In "Lucky" Baldwin's new town of Arcadia, on the famous Santa Anita ranch, near Los Angeles, are now three bars, including a club house conducted by one of the Baldwin daughters, Mrs. Clara B. Harrold. The others are operated by M. Lawrence, at the Oakwood Hotel and Ben Newman at his own place.

John McClure is fixing up to catch the tourist trade at his place at Shorb. He expects to get the business of Dolgeville, which is on the site of the old San Gabriel winery.

All wineries are now at a standstill.

Dan B. Jerrue, the well known wholesale and retail liquor merchant, passes most of his time at Avalon, Catalina Island, where he is completing the construction of two houses, one for business and one for a dwelling.

Near Riveria a new distillery is soon to be opened.

It is learned that the Cucamonga Vineyard Company has put into bonded warehouse No. 8, in Los Angeles, 10,000 gallons of brandy.

Secondo Guasti, president of the Italian Vineyard Company, has gone on a pleasure trip to Europe after paying a business visit to the company's house in New York. Mr. Guasti's company has been enjoying great prosperity.

James Francis Mooney, famous as the maker of the Florence brandies, has been engaged as wine-maker for the Italian Vineyard Company. Among wine men Mr. Mooney is said to be a prize in his way.

When a burglar entered the saloon of John Phillipi, at 600 South Broadway, the night of April 18th, he found the safe unlocked. He went away with \$190 of the Phillipi money.

O. P. Brassy of San Jose, has bought the Angelus saloon in this city from Sam Roberts.

E. Sharkey has purchased from Pressman & Henry the saloon at Fifth street and Gladys avenue.

Rol King, who formerly owned the Richelieu saloon in this city and sold out with the intention of going into the show business at the St. Louis Exposition, has come back, and may open a place again. He says the proposed project of conducting a moving picture show at the fair is given up because the exposition managers want everything there is in it.

Southern California wine-makers are gratified to learn that the Santa Fe road has conceded a reduction in rates

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.



Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

WUNDER BEER

THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
AND IS STILL INCREASING AT THE SAME RATIO.

THE REASONS ARE PLAIN:

The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

For Agency Privileges in
Kegs or Bottles Write to

WUNDER BREWING COMPANY

San Francisco, Cal.



in wine shipments to the East. The protests of the makers prevailed upon the roads to reduce the rates from \$1.10 to 85 cents a hundred pounds. This leaves rates where they were before the recent increase which aroused so much indignation among the wine men. The rates affect high wines, alcohols and pure spirits.

Probate Court proceedings disclose that the late Charles Stern, the well known wine man, had \$18,500 worth of property in Los Angeles and more in New York.

A doctor, writing recently to the *Standard*, says: "I, as a physician, duly considering my responsibility in the matter, advocate pure beer for growing boys and girls after the age of sixteen to the extent of two glasses a day. I believe it acts as a preventive of consumption, promotes healthy growth and regulates the bowels. If practicing in Italy or France, I should substitute wine for beer. Both tea and coffee, which are drunk to excess by many teetotalers, although they may be grateful stimulants, like tobacco, are of no use to the human economy, therefore in the balance must do harm." The same writer says a word for the publicans. "The publicans," he says, do not cause so many deaths or so much disease as the milk venders."—*Vine and Spirit Gazette, Harper's Weekly.*

Counterfeiter Severely Punished.

IN SOME of the States the users of counterfeit labels and packages are being very severely mauled. The latest notable conviction occurred in Columbus, Ohio, where the Court of Common Pleas, on 2nd April, sentenced Robert Young, proprietor of the Cincinnati Distilling Company, to one year's imprisonment, besides fining him \$500, for having bottled and sold whiskey as Mount Vernon whiskey in the square bottles and labels of the Cook & Bernheimer Company. The State of Ohio, through its prosecuting attorney, conducted the prosecution, the part taken by the Cook & Bernheimer Company being confined to furnishing the evidence upon which the defendant was indicted by the Grand Jury, arrested and convicted by the Petit Jury. Young made every effort to escape conviction, being represented by two counsel. The trial lasted several days. Most of the other States have criminal statutes similar to that under which this conviction was obtained.

The severity of the sentence constitutes a precedent which judges in other States may very probably follow. From this point of view the case is of more than passing importance.

LASH'S BITTERS
TONIC LAXATIVE

To Break Up Whiskey Trust.

NEW YORK, April 19.—Former Judge A. F. Dittenhoefer continued the direct examination of Theodore H. Wentworth, the secretary of the American Spirits Manufacturing Company, in the State Supreme Court to-day, when the hearing of the suit brought by Moritz L. and Carl Ernst, bankers and brokers of this city, against the American Spirits Company, its subsidiary directors and its directors, for an accounting was resumed before Justice Davis.

The Ernsts, who control stock worth \$470,000, claim that frauds were committed in the formation of the trust, and besides demanding a general accounting seek to hold the individual defendants named, who include Samuel M. Rice, the president of the corporation; Theodore H. Wentworth, Jules S. Bache, Howard J. M. Cardeza, Edson Bradley, Rudd C. Rapp, Richard B. Hartshorne and P. Lewis Anderson, to pay over to the stockholders of the company its assets and properties, which, it is alleged, were wrongfully diverted by them.

The business is now in the hands of the Distillers' Securities Corporation, a holding company, which took over the stock of the Distilling Company of America, which had taken over the American Spirits Manufacturing Company.

It is sought to have the acquisition by the Distilling Company of America of the stock of the American Spirits Manufacturing Company and the subsidiary companies declared illegal, and to have the defendants, as a whole, enjoined from controlling or otherwise interfering with the trade, stock or assets of the American Spirits Manufacturing Company.

Mr. Wentworth told how the seventeen distilling plants in Peoria were acquired, and said the property was transferred to Alfred S. Austrian, a lawyer of Chicago, and by him to the company, but he could not explain why this was done. Some of these properties were acquired for the nominal consideration of \$1, but that was in addition to the amount of stock at which they received in the new company.

The agreement between the American Spirits Manufacturing Company and the reorganization committee was then put in evidence. Levy Meyer said that sometimes \$18 and sometimes \$20 was paid as a consideration for a distillery, but this did not appear on the minutes, as they received other consideration.

The witness read from the report of the Board of Directors at which Samuel M. Rice was elected president; Richard B. Hartshorne, vice-president, the witness, secretary, and Jules S. Bache, treasurer. The salary of the president was fixed at \$25,000 a year, with necessary traveling expenses; that of the secretary at \$6,000 and traveling expenses, and that of the general counsel at \$15,000 for general services rendered and traveling expenses.

He said that he became secretary on August 22, 1895, on which day his salary began.

Mr. Dittenhoefer called for the statement furnished by the officers of the company to the Stock Exchange when its stock was listed on the exchange in June, 1896, showing the assets and liabilities. The witness said the statement dated May 31, 1896, showed that the assets amounted to

\$37,845,000 or \$946,000 more than the face value of the stock and bonds issued.

The case now on trial has been long pending. Demurrers, amended bills, answers and supplementary answers have been interposed from time to time, so that the real points at issue have never yet been passed upon and the main question to be decided now comes before the court for the first time. The result of this action may be the long predicted disruption of the trust.

Pure Food Congress at St. Louis.

ONE of the important adjuncts of the St. Louis Exposition will be an international pure food congress, to be held under the auspices of the National Association State Dairy and Food Departments. According to a circular which has been issued over the signature of David R. Francis, President of the Exposition, the general object of the congress will be "to promote uniform food standards and a uniform and just government control for the manufacture and sale of foods." It will be a gathering of officials in charge of the enforcement of laws that control the purity of food products, of chemists conducting investigations of food products, of manufacturers and dealers in foods, and of all persons engaged in the preservation and distribution of food products. The congress will last during the week of September 26 to October 1, 1904.

The sessions of the congress will be held in the hall of the Palace of Agriculture, on the Exposition grounds. All who require further information regarding the congress are requested to address inquiries to R. M. Allen, Secretary International Pure Food Congress, Lexington, Ky. A representative committee of organization has been formed. Among its members is Percy T. Morgan of San Francisco. The following subjects have been listed for discussion:

- (1) Adulteration, misbranding and fraud in the sale of food and drink products.
- (2) The practical problems connected with the preservation, packing and distributing of the different food and drink products.
- (3) The use of antiseptics and coloring matters in foods and their effect upon the health.
- (4) Uniform standards for the quality and strength of dairy, food and drink products.
- (5) Uniform State, National and International laws to control the adulteration of foods, and fraud in the sale of foods, and the best methods for enforcing these laws.
- (6) Methods of analysis for the detection of food adulterants.
- (7) To expose such specific adulterations and frauds as may be brought to the attention of the Congress, and to recommend methods for suppressing and controlling them.

Germany's Wine Trade.

Germany, during 1903, imported wine valued at \$14,016,490, and exported to the value of \$5,977,132. Of the total, 6,459 cwts. came from, and 85,518 cwts. were sent to the United States.

Mr. Lee J. Vance and His Critics.

MR. LEE J. VANCE, one of the worst, because one of the most insidious, enemies of the California wine trade, is receiving attention lately from quarters other than the *Pacific Wine and Spirit Review*. Mr. Tom Gilmore, the San Francisco representative of *Bonfort's*, talks of Vance in unmistakable language in the last issue of that journal to hand. Mr. Gilmore says:

"Mr. L. J. Vance, who edits a publication known as the *American Wine Press*, and who has a wonderful faculty of seeing moths in the eyes of others and of finding fault with things as they are, has organized an association known as 'The American Wine Growers' Association,' and he has published a report of the first meeting, together with a number of comments from the daily press which are presumably inspired by Mr. Vance, and this report and these comments are attracting no little attention among the wine men of California.

"It is a well-established fact that Mr. Vance is unalterably and eternally opposed to the sale of foreign wines in this country, and it is generally thought that he is in favor of the use of domestic wines. Just why Mr. Vance thinks that an American should not have the privilege of selecting his wines to suit his own taste we do not know, for we have not read his paper as closely as we might have done, or perhaps as we should have done. We are somewhat surprised, however, to find Mr. Vance is now beginning to 'hammer' Californian wines, and we rather fear the time is not far distant when he will advise against the use of wine altogether, and that he will do so on the ground that there is no such thing as a pure wine made any longer."

And then Mr. Gilmore proceeds to quote some words said to him by a man who is prominently identified with the California wine interests. This gentleman, after showing by quotations that Mr. Vance has delighted to publish in his paper matter vilifying the California wine industry, proceeds:

"Does Mr. Vance mean to infer that the only sugar wines are made in California, and that only impure wines are made in this State? Doesn't Mr. Vance know that it is not necessary once in ten years to assist the saccharine grapes of this State by the addition of sugar, and that in some other sections of the country it is necessary to use sugar every year. I do not hesitate to say that California is producing proportionately less adulterated wine today than any other wine section of the world, and although this State does produce some inferior wines we are selling them out and condemning them more mercilessly at the present time than is done by any other body of wine producers on the face of the earth.

"The attack that is being made by the *American Wine Press* on California wines is not only cowardly, but it is beset with hypocrisy, and I always did believe that the world hates a hypocrite."

Amongst the petitions in insolvency filed this month are the following: Mario Lorenzini & Co., liquor dealers, San Francisco, liabilities \$15,401, assets \$5,928; the principal creditors are Swiss-American Bank, San Francisco, \$878; L. Baldino & Co., Italy, \$4,465; Pietro Rigot & Sons, Italy, \$1,266.

Discusses the Bell Bill.

THE *Bee's* Washington advices have indicated that no action on this measure (the Bell Pure Wine Bill) by Congress is probable during the present session, as no sort of revenue legislation is desired by leaders of the dominant party at this time. But next winter the bill may be passed upon its merits. It is not, in reality, designed to add anything to the public revenue, for the tax provided on pure wine is so slight as to amount to nothing more than enough to cover the cost of the necessary inspection of wines, and the high tax laid upon adulterations would be in effect prohibitive, so as to yield no income.

There has been opposition from Eastern wine makers to the bill because in effect it prohibits the addition of sugar to grape juice in the process of wine-making. As Eastern grapes are defective in sweetness their juice does not produce sufficient alcoholic strength for wine unless sugar is added for that purpose. It is said that California is the only State in the Union in which good wine can be made without any such addition to the pure juice of the grape.

Where sugar in small quantity, and under restrictions, is added to pure grape juice to make up for the natural deficiency in alcoholic fermentation, its use is claimed to be not particularly objectionable. If this be true, no doubt the bill could be so modified to permit this to be done, and so avoid defeat from the large Eastern wine interests. The main object of the measure would still be preserved if this concession were granted. The bill is directed no less against spurious wine-making in California than in other States, such as above described.—*Sacramento Bee*.

HELLMANN BROS. & Co.

AGENTS FOR THE PACIFIC COAST FOR
AYALA CHAMPAGNE



12 Front Street

San Francisco

PHONE MAIN 414

News of the Northwest

SEATTLE, April 16.—The nice weather of the last ten days has caused business to look up and gives promise of an exceptionally good season.

Seattle Council Committee, in an effort to extend its entire support to Mayor Ballinger and Chief of Police Delaney, in their attempt to rid the city of its criminal element, at its meeting recently passed a resolution that in future, before any new or renewal liquor licenses shall be granted by the committee, a report of the character of the place from the Chief of Police shall be procured. This places in the hands of the Chief of Police a weapon which will do much good in the work he has undertaken.

In a saloon robbery the proprietor will be called upon to "turn up" the guilty men or women. Under previous administrations this effort would have been laughed at, but conditions are now changed. In the event of a refusal to comply with the Chief's demand, his power to prevent this particular resort from further operation is apparent.

The same power will be given the Chief in cleaning out the saloon boxes. Where a saloon proprietor refuses to comply with the law his license will be revoked.

At the regular meeting of the Business Men's Association to-night the question of permitting the licensing of saloons in the residence portion of the city was discussed. Just now an effort has been made to establish a saloon in

a part of the city where new factories are being built and which will be populated by working men and their families. The application of the owners was turned down by the council after a petition signed by three hundred people had been presented protesting against the place.

The boycott on the Butler Hotel has been declared off by the trades unions.

Mix & Russell's new bar at 1206 First avenue is now doing business, and all who have seen it are admiring the rich and elegant style in which it is furnished. It is a first class place in every meaning of the word, stocked with only the best, and the noon-day lunch served there is drawing a crowd every day which keeps the boys hustling.

W. A. Kuepferle, 111 Yesley way, one of the pioneer liquor men in this city, has sold his place to O'Brien & Mullen, the popular proprietors of the Bohemian saloon on Second and Cherry. O'Brien & Mullen will have to give up their present location on Second avenue on the 1st of April and will then concentrate their business into their newly acquired place, where they intend to make some extensive and advantageous changes and repairs.

Charles Donnett has recently bought Ed Reiley's saloon on Railroad avenue and Plumber street.

A permit was issued recently by the building inspector to Schmitz & Brown to make extensive alterations in the

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

asegment of the *Post-Intelligencer* Building, and to construct a rathskeller, 43x57 in dimensions. The work will cost \$6,000.

The saloons of the city are taking out the booths which they have been maintaining, this to comply with the law regulating same.

Some of the saloons of Seattle are selling whiskey over the bar at five cents.

P. J. Devine, a saloon man of Buckley, Wash., has gone to another clime leaving creditors in the lurch.

Meath & Stradley of Walla Walla, Wash., have sold out their business to Wade & Co.

Cook & Bernheimer Company, New York, will open a wholesale liquor house in Seattle which will be known as the Continental Distributing Co., Inc., and will be under the management of Mr. G. W. Cleveland, who has a large acquaintance on the Coast.

Mr. Edward Sweeney of the Seattle Brewing & Malting company has recently returned from California.

Harry Wilson of the Imperial bar is making very extensive improvements in his place, which when finished will make the Imperial one of the swellest bars on the coast.

W. G. Wilson, formerly connected with the Seattle police force, will open a first class saloon to be known as the Log Cabin Liquor Company, at Seward, Alaska.

E. Young & J. Williams, both of whom were formerly connected with the Northern Liquor Company, have opened a saloon at 1422 Third avenue.

Robert Latermer bought the saloon of C. O. Johnson at Cle Elum. W. S.



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

WM. T. WENZELL,
Analytical Chemist.

JOHN MULHERN,

General Agent,

124 MARKET ST., SAN FRANCISCO, CAL.

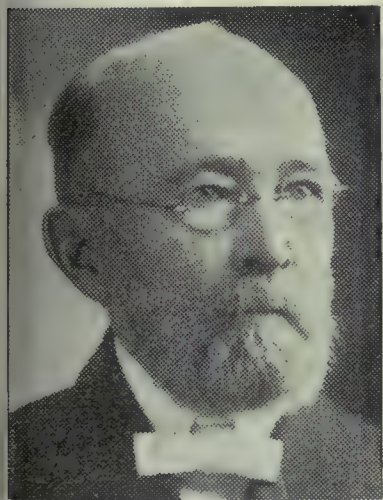
The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

the Franklin Circuit Court, April 9, 1891 (Excerpt)

Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY,

and from representing or describing any of their whiskies as

TAYLOR WHISKEY,

either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, in any way whatever."

There is but one **OLD TAYLOR** Distillery in Ky.

(INCORPORATED)

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct supervision of the United States Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OK
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one **Old Taylor** Whiskey Distilled in Ky.

Distillery for San Jose.

ARTICLES of incorporation of the Golden West Distilling Company have been filed. Its principal place of business is San Jose, and its purposes are declared to be to distill or manufacture brandy and alcohol from wine and fruit juices; to manufacture alcoholic or non-alcoholic wine from the residue from the still; to distill or manufacture whiskey or alcohol from grain; to manufacture wine from grapes and other fruits; to produce grapes and other fruits. They will also deal in all the articles mentioned, lease, buy, sell or hypothecate lands, erect buildings and do any and all things which may be lawfully done in carrying out the purposes of the corporation and the purposes of its business. Its capital stock is \$200,000, divided into 20,000 shares of the par value of \$10 each. Fifteen thousand dollars of the stock has actually been subscribed, as follows: Samuel E. Latta, \$1,500; M. Walker, \$2,000; L. M. Cutting & Company, \$1,000; E. Cowper-Thwaite, \$2,000; Charles Wakefield, \$500; John H. Miller, \$1,000; Jacob P. Baumann, \$500; T. C. Grant, \$500; Sydney Lydiard, \$1,000; J. D. Williams, \$1,000; J. N. Watt, \$2,000; E. E. Rupert, \$1,000; John Rupert, \$1,000. The directors for the first year are: J. D. Williams of Cupertino, Sydney Lydiard of San Jose, and L. M. Cutting, E. Cowper-Thwaite and J. Nelson Watt of Stockton.

WE have been favored with a copy of the New York World's California edition. It consists of signed and illustrated articles on the industries, arts and general progress of the State, well calculated to give the Eastern reader a truthful idea of this little understood part of the continent. The feature of the edition from the point of view of the liquor trade is a half-page article by Andrea Sbarboro, on the California Wine Industry.



Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

1ST. *It is an All Rye* | *Because the formula used makes it so*
viz. 80% finest selected rye & 20% best rye made

2ND. *It is a Pure Rye* | *Because it is made so.*

3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



You want a bottled
**NATURAL
MINERAL WATER
BARTLETT**

The best
in the world

For the cure of
**CONSTIPATION
STOMACH, KIDNEY
& RHEUMATIC
TROUBLES**

As a bar or table water
it has no equal.

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



“FOR THE HOME AND CLUB”

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

WM. J. KEARNEY, Representative
No. 400 BATTERY STREET SAN FRANCISCO, CAL.



From March 25, 1904, to April 25, 1904.

WINE.

TO TAHITI.

Mariposa	Papeete	J Pinet & Co.	741
"	"	French-American Wine Co.	327
"	Tahiti	Italian-Swiss Colony	1,896
"	"	Lachman & Jacobi	52
"	"	California Wine Association	51
"	"	Gundlach-Bundschu Co.	277
"	"	C Schilling & Co.	263
Total			3,604
Value			\$1,142

TO BRITISH COLUMBIA.

enator	Victoria	Lachman & Jacobi	257
"	"	A Repsold & Co.	150
"	"	Ciocca & Lombardi	50
"	"	R Petri & Co.	105
"	Vancouver	Gaffney Drayage Co.	163
ty of Pueblo	"	Oliveta Wine Co.	106
"	Victoria	P C S S Co.	203
"	Nanaimo	"	51
"	"	Italian-Swiss Colony	51
"	Victoria	R Petrie & Co.	52
"	"	Ciocca & Lombardi	100
"	"	B Arnhold & Co.	51
matilla	Vancouver	C M Mann Co.	685
enator	"	Lachman & Jacobi	262
"	"	P C S S Co.	262
ty of Pueblo	"	Italian-Swiss Colony	27
"	"	California Wine Association	54
"	Victoria	D De Bernardi & Co.	5
"	Ladysmith	Berges & Demoniconi	51
Total			2,575
Value			\$913

TO CENTRAL AMERICA.

Anabis	Punta Arenas	L F Lastreto	27
"	"	Mohns & Mohns	81
"	La Union	C Schilling & Co.	282
Colon	Panama	E G Lyons Co.	49
"	Acajutla	Bertin & Lepori	150
"	"	Crown Distilleries Co.	4
Cy of Sydney	San Jose de Guat.	L F Lastreto	2
"	"	C Schilling & Co.	7.0
"	Tumaco	"	614
"	La Union	"	230
"	Acajutla	"	414
"	"	Gundlach-Bundschu Co.	364
"	Champerico	"	500
"	"	Geo A Moore & Co.	12
"	Punta Arenas	Juan I Toledo	8
"	"	Italian-Swiss Colony	206
"	Amapala	"	164
"	Panama	"	2,431
"	"	California Wine Association	6,900
"	La Libertad	John T Wright	14
"	Acajutla	Mohns & Mohns	161
"	Amapala	"	72
"	"	L F Lastreto	4
"	Punta Arenas	"	62
Newport	San Juan del Sur	"	104
"	Champerico	Gundlach-Bundschu Co.	200
"	"	California Wine Association	400
"	Panama	"	900
"	San Jose de Guat.	Leo Metzger & Co.	6
"	"	Italian-Swiss Colony	227
City of Para.	"	C Schilling & Co.	720
"	Amapala	"	30
"	La Libertad	"	20
"	"	L F Lastreto	248
"	Corinto	"	216
"	Punta Arenas	Italian-Swiss Colony	812
"	Acajutla	E G Lyons Co.	490
"	Amapala	Mohns & Mohns	366
San Jose	Panama	C Schilling & Co.	696
"	San Juan del Sur	California Wine Association	500
Total			16 19,486
Value			\$7,752

TO JAPAN.

Coptic	Hiogo	California Wine Association	256
Korea	"	"	480
"	Yokohama	"	5
Total			5 736
Value			\$245



QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO MEXICO.					TO NEW YORK.				
					VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Anubis	San Benito	Crown Distilleries Co	50	20	Colon	N York via Panama	C Vernango	25	
"	"	Geo A Moore & Co		250	"	"	French-American Wine Co	8,560	
"	"	Italian-Swiss Colony		200	"	"	California Wine Association	22,121	
"	Mazatlan	B Frapolli & Co		124	"	"	Italian-Swiss Colony	17,850	
"	Salinas Cruz	Thannhauser & Co		50	"	"	Lachman & Jacobi	27,768	
"	"	E G Lyons Co		300	"	"	Gundlach-Bundschu Co	7,500	
"	"	Madera Vineyard Co	12		"	"	C Schilling & Co	14,320	
"	Tonala	W Loaiza & Co		352	"	"	Lachman & Jacobi	23,516	
"	San Benito			250	"	"	French-American Wine Co	5,720	
Colon	Manzanillo	Maldonado & Co	51		Cy of Sydney	"	Italian-Swiss Colony	12,750	
"	"	Thannhauser & Co	60		"	"	Gundlach-Bundschu Co	5,000	
Curacao	Guaymas	California Wine Association		305	"	"	California Wine Association	28,500	
"	Mazatlan			360	"	"		41,750	
"	Altata	Maldonado & Co		564	Newport	"	Lachman & Jacobi	41,762	
"	"			277	"	"	Overland F & T Co	2,500	
"	La Paz			560	"	"	Sutter Home W & D Co	250	
"	Mazatlan	B Cuneo & Co	28		"	"	C Schilling & Co	21,590	
"	"	Gundlach-Bundschu Co	20	659	City of Para	"	Lachman & Jacobi	12,635	
"	Guaymas			556	"	"	French-American Wine Co	780	
"	"	Italian-Swiss Colony		411	"	"	Italian-Swiss Colony	12,760	
"	"	Bertin & Lepori		30	"	"	California Wine Association	26,050	
"	"	B Frapolli & Co		1,153	San Jose	"		39,000	
"	Mazatlan			140	"	"	Italian-Swiss Colony	12,750	
"	"	W Loaiza & Co		688	"	"	Beringer Bros	104	
"	Altata			60	"	"	French-American Wine Co	1,040	
"	Guaymas			480	"	"	Lachman & Jacobi	25,160	
"	Ensenada	Sherwood & Sherwood	19	10					
"	"	California Wine & Brandy Co		174					
"	La Paz	Progress Mining Co		47					
Newport	San Blas	W Loaiza & Co		587					
"	"	Maldonado & Co		51					
City of Para	Acapulco	California Wine Association		360					
Amasis	San Benito	Geo A Moore & Co		10					
"	"	California Wine Association		390					
"	"	B Frapolli & Co		350					
"	"	Italian-Swiss Colony		200					
"	Salinas Cruz	E G Lyons Co		300					
"	Mazatlan	Thannhauser & Co	4						
"	"	Canellzo, Trillanes & Co		101					
San Jose	Manzanillo	C M Mann Co	1						
Total			106	10,490					
Value				\$4,568					
					TO SOUTH AMERICA.				
Anubis	Bahai de Cariguez	Maldonado & Co		61					
"	"	California Wine Association		1,758					
"	Salaverry	Italian-Swiss Colony		52					
City of Para	Esmeraldas	California Wine Association		100					
Amasis	Eten	"							
"	"	C Schilling & Co		312					
"	Manta	"		675					
"	Guayaquil	"		300					
Total				4,038					
Value				\$2,081					

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

* BOURBON AND RYE

BOONE'S KNOLL

HAND MADE

* * * SOUR MASH WHISKEY.

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

* BOURBON *

E. J. CURLEY & CO.

JESSAMINE CO.

KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO CHINA.

Korea	Shanghai	E G Lyons Co.	1,750
"	"	S Foster & Co.	609
"	Tsingtan	Lachman & Jacobi	1,046
"	Tientsin	Italian-Swiss Colony	512
Total			3,918
Value			\$1,670

MISCELLANEOUS.

Anubis	Bremen	F Korbel & Bro.	28
Newport	Boston	I Zajyrettini	200
Coptic	Samarang	C Schilling & Co.	248
Ventura	Apia	California Wine Association	127
"	"	Napa & Sonoma Wine Co.	60
"	Pago Pago	Goldberg-Bowen Co.	1
Repeat	Apia	Crown Distilleries Co.	65
"	"	W H Thornley	65
Cy of Pueblo	Douglas Island	The Rothenberg Co.	51
Amasis	Havre	E Vorbe	50
Total			894
Value			\$513

TO HAWAIIAN ISLANDS.

Sonoma	Honolulu	17	6,009
Olympic	Lahaina		356
"	Honolulu		4,927
Enterprise	Hilo		766
Nevadan	Kahului	1	3,012
"	Honolulu	35	2,050
"	Pariefain		50
Alameda	Honolulu	31	3,377
S N Castle	"	40	510
Like Like	"		874
Martha Davis	Hilo		6,922
Ventura	Honolulu	15	2,685
Californian	"		520
Helene	"		765
Alameda	"	8	6,837
"	Honokan		876
Total			40,536
Value			\$18,394

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
British Columbia	Crown Distilleries Co.	477 gals alcohol
"	E G Lyons Co.	16 cs liquors
Central America	E G Lyons	15 "
"	Rheinstrom Bros.	10 " bitters
"	Crown Distilleries Co.	2 kgs cognac
"	Geo A Moore & Co.	1 cs alcohol
"	Italian-Swiss Colony	27 gals vermouth
China	E G Lyons Co.	113 cs liquors, 82 gals gin
"	Mattoon & Co.	1 " min water, 1 cs ginger ale
Hawaiian Islands		185 cs and 519 gals gin
"		51 " malt ext, 1 cs vermouth
"		25 " champagne, 9 gals liqueurs
"		198 " and 1 bbl min water
"		34 " and 90 gals liquors
"		1 " and 1,153 gals spirits
"		1 " cider, 3 cs cordials
"		1 cs, 26 gals and 1 bbl alcohol
"		1 " soda wtr, 74 gals wd alcohol
"		12 " and 2 bbls grape juice
Japan	S P Co	17,000 gals wood spirits
"	Union Distilling Co.	11,000 cs and 10,005 gals spirits
"	A W Fink	1,500 gals bitters
Mexico	Leo Metzger & Co.	1 cs soda water
"	Crown Distilleries Co.	1 bbl cognac
"	Haslett Warehouse Co.	8 cs blackberry brandy
"	Pascal, Dubedat & Co	1 " bitters
"	E G Lyons Co.	1 " liquors and 1 kg cognac
"	Rufus P Jennings	38 " mineral water
"	C A Hooper & Co	12 "
"	Italian-Swiss Colony	6 " vermouth
"	A Vignier	16 " and 10 cs absinthe
"	W Loiza & Co.	10 " m w, 5 cs gale, 1 cs, 27 gl lqrs
"	Thannhauser & Co.	2 " mineral water
"	C D Bunker & Co.	30 " "
"	Wellman, Peck & Co.	5 " " "
"	Maldonado & Co.	51 " " 21 cs g ale
Philippine Islands	Rosenblatt Co.	123 gals gin
South America	Tillmann & Bendel	1 cs liquors
Other Countries	F B Peterson & Co.	2 " mineral water
"	Otis, McAllister & Co.	2 bbls cider
"	Roth, Blum & Co.	2 cs cognac and 12 cs alcohol
Total		11,915 Packages—31,112 gallons
Value		\$16,679

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Senator	Victoria	Pacific Mail S S Co.		36
Anubis	Champerico	Rheinstrom Bros.	30	
"	Amapala	"	5	50
"	"	Crown Distilleries Co.		35
"	"	Haslett Warehouse Co.	12	10
"	Mazatlan	"	45	50
"	"	Maldonado & Co.	10	50
"	Salinas Cruz	C W Craig & Co.	6	
Olympic	Lahaina	"	25	
Colon	La Libertad	Hiram Walker & Sons Ltd.	30	
"	Mazatlan	"	50	
"	"	Haslett Warehouse Co.	10	
"	Manzanillo	"	35	
"	Panama	E G Lyons Co.		99
"	Acajutla	Crown Distilleries Co.	10	
"	San Jose de Guat.	"	50	
Cy of Sydney	Champerico	Santa Fe R R Co.	26	
"	Amapala	"	20	
"	"	Haslett Warehouse Co.	10	
"	Corinto	"	12	
Nevadan	Kahului	"	64	
"	Pariefain	"		50
Coptic	Manila	Crown Distilleries Co.		6
"	"	Haslett Warehouse Co.		206
Curacao	Altata	"	108	
"	Mazatlan	"	143	
"	"	Maldonado & Co	20	
"	Guaymas	"	14	
"	"	Crown Distilleries Co.		94
"	Altata	Leo Metzger & Co.	2	
"	Ensenada	Hiram Walker & Sons Ltd.	50	
Newport	Champerico	E G Lyons Co.		381
"	San Blas	Haslett Warehouse Co.	20	
"	San Jose de Guat.	Crown Distilleries Co.		17
Rodondo	Petropavlovski	Roth, Blum & Co.	1	
Korea	Shanghai	E G Lyons Co.	70	469
"	Yokohama	Getz Bros & Co		186
"	Tientsin	Haslett Warehouse Co.	10	
"	Manila	"	300	
Senator	Vancouver	P C S S Co.	100	
"	"	Haslett Warehouse Co.	100	
City of Paris	Amapala	Rheinstrom Bros.	20	
"	"	Hiram Walker & Sons Ltd.	40	
"	Acajutla	Crown Distilleries Co.	26	
"	Amapala	P J Knudsen	15	
"	Acajutla	E G Lyons Co.	30	
Amasis	Iquique	Crown Distilleries Co.		60
San Jose	Panama	"		76
"	La Libertad	Hiram Walker & Sons Ltd.		30
"	Honolulu	"	315	2,532
"	Hilo	"	67	
Total			1,881	4,437
Value				\$20,436

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IN TURIN, ITALYThe best Vermouth
in the world.
G. & L. CORA
TURIN, ITALYLASH'S BITTERS
TONIC LAXATIVE

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTLED	PACK'GS BULK
Sonoma	Sydney	S F Breweries Ltd.	4	
Anubis	Amapala	Buffalo Brewing Co.	34	
"	Corinto	"	32	
Colon	San Jose de Guat.	Hellmann Bros & Co.	10	
"	Manzanillo	Sherwood & Sherwood	10	
Cy of Sydney	Amapala	Buffalo Brewing Co.	6	
"	Corinto	"	10	
Repeat	Apia	W H Thornley	1	
"	"	Crown Distilleries Co.	1	
Coptic	Manila	S P Co.	300	
Curacao	La Paz	W Loaiza & Co.	1	
Newport	Corinto	Buffalo Brewing Co.	50	
"	Manzanillo	Sherwood & Sherwood	10	
Ventura	Dunedin	S F Breweries Ltd.	10	
Rodondo	Petrovsk	Roth, Blum & Co.	4	
San Jose	San Juan del Sur	Buffalo Brewing Co.	4	
Mariposa	Tahiti	A H Lochbaum	2	
"	"	John Rapp & Son	3	
"	Honolulu	"	278	420
"	Hilo	"	50	
"	Kahului	"	1	
Total			821	420
Value				\$8,841

Imports of Beer by Rail.

Hilbert Mercantile Co. (A. B. C.), 900 bbls. bottled.

T. W. Collins & Co. (Pabst), 510 casks; The Best Tonic, 400 casks; bulk beer, 175 bbls., 125 half bbls., 350 quarter bbls.

Tillmann & Bendel (Anheuser-Busch), 1,800 bbls. bottled.

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS.
Anubis	Mazatlan	Haslett Warehouse Co.		2
"	Bremen	F Korbel & Bro.		
Colon	New York	French-American Wine Co.		
"	Manzanillo	Haslett Warehouse Co.	2	
Alameda	Honolulu	"	1	
Curacao	Guaymas	Gundlach-Bundschu Co.		
"	Mazatlan	Haslett Warehouse Co.	5	
S G Wilder	Honolulu	"	90	
Ventura	"	"	6	
Korea	Shanghai	E G Lyons Co.		
City of Para	New York	O Schilling & Co.		10
Total			104	5
Value				\$1,94

Monte Cristo (REGISTERED)

CHAMPAGNE

EXTRA DRY

THIS BRAND IS ONE OF THE LEADING CHAMPAGNES USED AT THE ROYAL COURTS OF ITALY, GERMANY AND ENGLAND; IS ESPECIALLY ENDORSED BY DEL MONICO, NEW YORK; PALACE HOTEL, DEL MONTE, POODLE DOG, MAISON RICHE MAISON TORTONI, ETC., S. F.

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GENERAL AGENTS

105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



Most Convenient Bar Package



IMPORTS OF WINES AND LIQUORS BY SEA.

(APRIL, 1904.)

FROM LIVERPOOL—Per s.s. "Donna Francisca."

200 cases whisky.	Macondray & Co
10 hds ale.	Order
10 " beer	"
10 kilderskins beer	"
194 casks beer.	Forbes Bros
6 cases mineral water.	"
50 bbls beer.	"
30 " stout.	"
150 " ginger ale.	W Wolff & Co
450 " whisky.	Order
60 " ginger ale.	Sherwood & Sherwood
5 hf bbls "	"
6 cases brandy.	"
37 " "	Hellman Bros
25 octvs "	"
25 cases whisky.	Naber, Alfs & Brune
150 " liquors.	W Wolff & Co
120 " bottled beer	Order
6 octvs whisky.	"
55 cases bottled stout.	"
10 " ale.	"
36 bbls whisky.	Crown Distilleries Co
10 cases "	W Wolff & Co
25 " "	J Sheenan
hf cask "	"
125 cases liquors.	W Wolff & Co
499 bbls Bass ale.	Order
1023 " stout.	"
200 cases gin.	"
2 octvs whisky.	"
10 cases "	"
5 " gin.	"

FROM VICTORIA AND VANCOUVER—Per s.s. "City of Puebla."

6 pkgs wine.	Order
1000 cases whisky.	"
8 bbls ale.	"

FROM HONOLULU—Per s.s. "Alameda."

13 cases wine.	Order
----------------	-------

FROM VANCOUVER AND VICTORIA—Per s.s. "Senator."

100 cases gin.	Chapman & Wilberforce
----------------	-----------------------

FROM VANCOUVER AND VICTORIA—Per s.s. "Umatilla."

15 cases whisky.	Order
2 hf bbls ale.	"
5 qr bbls ale.	"

FROM LIVERPOOL—Per Brit. ship "Halewood."

300 cases gin.	G W McNear
270 " fernet branca.	"
3765 " vermouth.	"
25 casks "	"
730 cases mineral water.	"
985 " brandy.	"
171 " wine.	"
290 " spirits.	"

FROM HAMBURG—Per s.s. "Hermonthis."

36 bbls fruit juice.	Order
10 cases whisky.	"
8 octvs "	"
35 cases vermouth.	Gussain
7 octvs wine.	Hoelscher
30 cases "	A Vignier & Co

FROM SYDNEY—Per s.s. "Sierra."

3 hf bbls brandy.	Order
-------------------	-------

Wine makers or wine and liquor dealers who are in need of a perfect filter, can satisfy their wants by purchasing a Loew Filter. These machines are used by all the leading houses of the country, and give the best of satisfaction. They are regular and quick in action and very durable. For further particulars apply to the agency, 161 New Montgomery street, San Francisco.

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IMPORTERS OF THE FINEST WINES AND LIQUORS
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SWEET WINE PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of March, 1904.		
Brandy withdrawn from distillery for fortification.....	Pkgs. 232	Tax Gals. 35,696.8
Brandy withdrawn from special bonded warehouse for fortification.....	3	99.4
Brandy actually used for fortification.....	351	60,362.3
		Wine Gals.
Port produced.....		23,498.39
Sherry produced.....		272,677.39
Angelica produced.....		
Muscat produced.....		
Tokay.....		
Total sweet wine produced in March, 1904.....		296,175.78
FOURTH DISTRICT—Month of March, 1904.		
Brandy withdrawn from distillery for fortification.....	Pkgs. 77	Tax Gals. 16,208.7
Brandy withdrawn from special bonded warehouse for fortification.....	2	142.0
Brandy actually used for fortification.....	87	18,744.7
		Wine Gals.
Port produced.....		36,703.23
Sherry produced.....		44,216.80
Angelica produced.....		1,016.18
Muscat produced.....		
Tokay.....		
Total sweet wine produced in March, 1904.....		81,936.21

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of March, 1904.		Tax Gals.
Produced and bonded.....		13,160.9
Received from distillery, Fourth District, California.....		4,064.7
Received from special bonded warehouse, Fourth District, California.....		
Transferred from distillery to special bonded warehouse, Eastern districts.....		7,127.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....		13,210.6
Exported.....	620.1 and 368.5	
Tax-paid.....		37,278.9
Remaining in bond March 31st, 1904.....		1,304,723.8
FOURTH DISTRICT—Month of March, 1904.		Tax Gals.
Produced and bonded in this district.....		3,461.6
Transferred from distillery to special bonded warehouse, First District, California.....		2,796.1
Transferred from distillery to special bonded warehouse, Eastern District.....		1,780.5
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....		3,798.3
Exported.....		28.5
Tax-paid.....		5,768.3
Remaining in bond, March 31st, 1904.....		402,127.6

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Established 1864

EMILE A. GROEZINGER



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San Francisco, Cal.



An Eastern Editor Squirming.

THE editor of the *American Wine Press* is really to be pitied. His efforts to prove the unprovable are most creditably ingenious; but the task has proved too much for even his abilities.

The unfortunate editor was so ill-advised as to publish in the February issue of his paper an article by Mr. Felix Gillet, of Nevada City, Cal., containing false statements as to the manufacture of sugar wine in California. THE PACIFIC WINE AND SPIRIT REVIEW, as our readers know, promptly nailed those false statements to the counter and exposed their worthlessness. This paper also stated that Felix Gillet is "unknown" and "obscure" so far as the wine making industry of California is concerned. Now the editor of the journal which published this amalgam of untrue statements and erroneous deductions is under the painful necessity of having to defend his contributor against the heinous charge of being a nobody—and in so doing he still further deceives his readers. The editor of the *American Wine Press* is quite indignant—in two issues—that his Nevada City protege should be called "obscure." He would have his readers believe that Mr. Gillet is a person of the highest eminence in the wine making industry of California—that, in fact, Mr. Gillet occupies an exalted position from which he is fully qualified to speak with authority concerning the wine making methods pursued in this State.

Now, it is wholly the misfortune of this angry New York editor that Mr. Gillet IS obscure—or was, until this controversy lifted him into a little brief notoriety—and all

the frothings of the *American Wine Press* will never prove that his say-so on the manufacture of California wines is worth a moment's credence. As a body the wine makers of this State do not know him. The simple indubitable fact is that he is a mere nobody so far as wine making in California is concerned.

Upon what evidence does the *American Wine Press* rely in its boosting up of Mr. Gillet from the depths of his obscurity? Simply and solely upon the fact that in 1881 the Nevada City resident was appointed viticultural inspector under the California Board of State Viticultural Commissioners. That's all. But it proves nothing—absolutely nil—as to Mr. Gillet's qualifications as a critic of our wine makers. There were no less than 99 inspectors appointed about the same time as Mr. Gillet, and to be qualified for the position it was not in the least necessary that they should know anything about the manufacture of wine. Many of them, it is certain, did not know the difference between a wine press and a Hoe printing press—and there is no evidence that Mr. Gillet was any wiser. As showing that the duties of the inspectorship were not very onerous, it is only necessary to state that a number of the inspectors were women.

As a matter of fact, as stated in the last issue of the REVIEW, on the authority of members of the commission, the chief duty of Mr. Gillet and the other inspectors was to distribute pamphlets. That this was so is proven by the following extract from the 1884 report of the chief executive viticultural officer of the commission:

"The law governing this commission requires the appointment of local resident viticultural inspectors, whose duties are to co-operate

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BANQUET VIN ROUGE
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WHITE WINES

RIESLING (Dry)	HAUT SAUTERNE (Sweet Tinge)
SAUTERNE (Dry)	BANQUET SAUTERNE (Dry)
CHATEAU YQUEM (Sweet Tinge)	

Irving's California Apricot Brandy—Pure, Wholesome, Delicious

CALIFORNIA SCUPPERNONG WINE, \$5.00 PER CASE.

THE ROSENBLATT CO.

Sole Controllers

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SAN FRANCISCO

and work in harmony with our purposes. The quarantine powers of the board having been declared inoperative by the Supreme Court, the work of inspectors, in respect to assisting in preventing the spread of vine diseases, is now limited to the dissemination of information concerning the danger or presence of disease, and the remedies to be applied to prevent its spread, effect its cure, or avoid its consequences. They are also very efficient in assisting us to distribute intelligently printed documents and occasional notices; also in collecting information for transmission to this office."

The foregoing should settle beyond all question the fact that Mr. Gillet's viticultural inspectorship did not qualify him to say anything about the manufacture of wines in California. As to any other qualifications he may possess, they do not exist—at any rate, so far as can be gathered from a perusal of the labored efforts of his defender, the editor of the *American Wine Press*.

By the way, the *American Wine Press* introduced Mr. Gillet in the first place as a "well-known wine grower" of Nevada City. That, of course, was an absurdity into which the editor of the paper was led by his ignorance of the fact that Nevada is a mining section, and that wine making is not carried on there in any but the smallest way. It is noticeable that in the articles that have since been devoted to the impossible task of proving Mr. Gillet's eminence no mention has been made of him as a wine grower. As a matter of fact, how much wine does he make per year?

Another point the editor of the *American Wine Press* ignores studiously and astutely in his last references to the matter in dispute. THE PACIFIC WINE AND SPIRIT REVIEW said in its last issue:

An article appeared last month in the "American Wine Press," alleged to have been written by a "well-known wine grower" of Nevada

City, which, by the way, is not a district where any quantity of any kind of wine is made, purporting to describe the manufacture of sugar wine in California. The lucubration goes on to say that Hawaiian sugar, worth, perhaps, two cents a pound, is used as the foundation for the sugar wine. There is much virtue in that "perhaps." If the reliability of the remainder of this article is on a par with the statement that Hawaiian sugar can be purchased for two cents a pound, it is not worth one moment's consideration. An investigation of the market prices will show that Hawaiian sugars average about twice that price, and are, in fact, made the principal basis for the refined sugars used on the Pacific Coast.

Here is a plain matter of fact upon which Mr. Gillet is shown to have made a false statement. Let the *American Wine Press*, if it can, explain this lapse on the part of its protegee.

On the whole, we think it will be pretty well agreed that Mr. Gillet's obscurity—of which there can be no doubt—did him more honor than the notoriety into which he has now been thrust by his endeavor to traduce the California wine-making industry.

Elsewhere in this issue will be found the advertisement of the Rosenblatt Company, who recently removed to the fine quarters formerly occupied by the Italian-Swiss Colony, 717 to 721 Battery street. This house has grown to large dimensions within the last few years under the direction of the "Big 7" Rosenblatt Brothers. Aside from being large distributors of California wine products, and controllers of the famous Nagle brandy, they are distillers of the various California fruit brandies, for which they have created a great demand.

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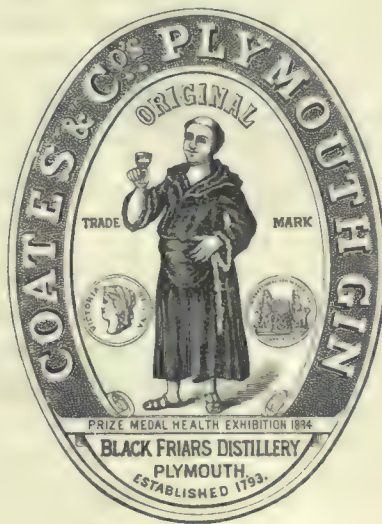


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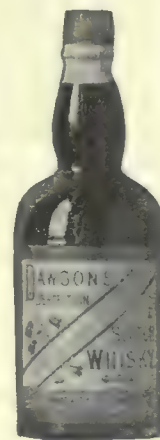
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SAN FRANCISCO

ALONG THE LINE

California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

JESSE E. MARKS
President

Liquor Dealers' Annual Banquet.

THE rapid growth of the California Liquor Dealers' Association is well typified in the banquets given by that organization. The first banquet in the California Hotel two years ago was a modest though very enjoyable affair. The third, given in the Palace Hotel on the 15th of this month, marked a very great advance. Attended by more than 150 members of the association and others in sympathy with the trade, it proved successful beyond all expectations. The Maple room was never the scene of a more enjoyable festive gathering.

The bulk of the credit for the banquet is due to Mr. E. L. Wagner of "The Press," Third street. He devoted himself with energy to making the preparations, and no matters of detail were neglected. The splendid outcome of his labors was very gratifying to Mr. Wagner. Associated with him on the banquet committee were Jessie E. Marks, P. J. Weniger, John Butler, Oscar Hocks, J. Gerhardt, Theo Lunstedt, Charles M. Fisher, Paul Wichrowski, J. Michel, J. C. O'Connor, J. McNamara, L. W. Hollingsworth and William Clack (secretary).

P. J. Weniger officiated as toastmaster, and carried out the duties in a conspicuously successful manner. During the evening good speeches were delivered, the most notable being a deliverance by Mayor Schmitz, whose declaration that he would always be found supporting the Liquor Dealers' Association was received with much applause. Selections by Bromberger's orchestra enlivened the proceedings. Mr. Frank W. Thompson sang a number of songs in most acceptable manner, his rendition of "The Lost Chord" being especially well received. A budget of comicallities, including several songs, were presented by Public Administrator Hynes in his well known entertaining style. Mr. J. H. Bromberger gave a cornet solo.

Most of the invited guests attended the banquet. A number of members of the Board of Supervisors were present. Governor Pardee and Chief of Police Wittman wrote, apologizing for their inability to attend.

The menu was quite in the best style of the Palace Hotel. It is appended:

MENU.

Riesling.		Zinfandel.
	Cocktail d' Huitres de Californie	
	Consomme Louisiane	
Olives	Radis	Celeries
Ecussons de Bass Raye Scofield		Pommes Nouvelles Fondantes

Cotelettes d'Agneau Anglaise, Giralda	
Bouchees de Volaille Excelsior	
Moet & Chandon (White Seal)	Ruinart Vin Brut
	Punch a l'Ecoisaise
Pigeonneau au Jus	Pointes d'Asperges au Beurre
Veuve Clicquot	Pommery and Greno Sec
	Salade de Saison, a l'Estragon
	Glace Fruits, Assortis Chantilly
G. R. Mumm	Dry Monopole
Petits Fours	Cafe Noir
White Rock	Cigars
	Manuel Lopez

Early in the evening Mr. Wagner presented to P. Weniger the gavel of authority, and called upon him to take charge of the festivities with proper decorum.

PRESENTATION TO JESSIE E. MARKS.

After the good things had been enjoyed, Toastmaster Weniger inaugurated the speech-making with a neat little effort, in which he modestly protested that the committee had exercised very little discretion in selecting him a toastmaster. He said he was glad to see so many faces at the festive board, and surmised that they must have enjoyed their meal and the various types of the grape juice provided.

Mr. Weniger then, to the accompaniment of loud cheering, presented the retiring president, Jessie E. Marks with a handsome wishbone breastpin, set with diamonds. Addressing the recipient of the present, he said:

"Mr. Marks, you have been president of our organization for a year with honor to yourself and with credit to the order. You have always been found at the post of duty, ever ready to do all in your power to promote the interests of the organization. On behalf of the order I want to extend to you our best wishes, and I trust that you may live long and enjoy splendid good health."

Jessie Marks said he appreciated most highly the present made him. "I thank you again and again," he remarked, "and this symbol of your esteem will always be treasured. The rapid growth of our organization makes me a proud man to-night."

FROM 40 MEMBERS TO 900.

Responding to the toast, The Association, Thomas F. Lindsay, who was introduced in complimentary terms by the toastmaster, told of the wonderful growth of the Liquor Dealers' Association. It had its birth in January, 1901, with forty members. After three years' existence it has to-day a membership of over 900—"and all of them good citizens," he added amidst applause. Lindsay said that the California Liquor Dealers' Association stands first for law and order. Its cardinal principles are the improvement of the liquor traffic and the elevation of its members. "Needless to say," he declared, "the influence of this organization have accomplished much. The conditions relative to the sale of intoxicants in this city are to-day in better shape than they have ever been in San Francisco."

MAYOR SCHMITZ APPLAUDED.

Mayor Schmitz was next introduced by the toastmaster as "one who has always acquitted himself in an able manner in discharging the duties of his office," and was called upon to respond to the toast of The City of San Francisco.

The Mayor recalled the fact that he had attended each of the previous banquets given by the association. He was, he said, responding to the toast of the city before a body of men who had the real interests of the city at heart, and who had proven time and time again that they were

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody**Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH**The YELLOWSTONE SALOON**

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Producers and Shippers of California Sweet and Dry Wines, Distillers of California Grape Brandies

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ALONG THE LINE

ways ready and willing to do their part toward the up-building of the city. The Mayor predicted a great future for San Francisco. "It is only reasonable to expect that we will one day be one of the largest cities in the United States—if not the very largest. With a great State behind us, and being the gateway to our great western possessions, San Francisco hardly needs anything else to ensure that she will within a few years become a city of a million inhabitants." He went on to say that growth and greatness depended more than anything else upon the citizenship of the people.

"And I wish to say," he continued, "that this organization will do its part toward building up that citizenship, and will do its part as a respected branch of the community in which we live. The better feeling which it has been said to-night exists between the Police Commissioners and the liquor traffic is largely due to this association. I have no sympathy nor patience with those who maintain that because a man follows a certain calling he is worse than another man. When we come to consider the matter from a business standpoint, and realize that the liquor dealers of San Francisco pay in licenses alone \$260,000 a year, I say it is about time that this association as an association, received some consideration and respect from citizens in general."

This declaration evoked a loud demonstration of approval, which was renewed as Schmitz went on:

"And the time, I believe, is right here now when you can command the respect and consideration of your fellow men—the same consideration that is due and given to every man in other callings. This is largely due to your efforts in coming together as an association and showing no mercy to those within your own ranks who will not live up to the laws and who desire to act in such a way as would bring the entire trade into disrepute. If you keep on those lines, I know you will always have that respect and consideration to which you are entitled."

The Mayor said he was really in no condition to be present at a banquet. "But," he added, "realizing and appreciating the sincere friendship many of you evinced for me at a time when I most needed it, I determined to cast every

other consideration aside and be here to say a few words of encouragement to you, and to let you know that you have my support, and that you are going to have it just as long as I am in my present position." (Loud cheers.) "Gentlemen, continue in your good work, and I feel sure that when the history of San Francisco is written fifty years hence, it will be written in that history that the liquor men of this city have done their part toward the up-building of the city and the betterment of its citizenship."

"Three cheers for the Mayor of San Francisco and the next Governor of the State of California," called Supervisor Lunstedt, as the Mayor resumed his seat, and the cheers were heartily given.

THE BENEFITS OF ORGANIZATION.

Abe Ruef, in a lengthy speech, presented some of the benefits of organization. He said that men like Mr. Clack Mr. Wagner and Mr. Jessie Marks, who had organized the association, responded to the toast more eloquently by their acts than he was able to do in words. The association with its 900 members stood not only for the protection of the liquor dealers, but for better citizenship and for better conditions in every walk of life.

"An organization in this line of business," Ruef said "is not only to make more money for those who are in the business, it is not only to protect them against the attacks unjust as they sometimes are, of those who would reform the world without first reforming themselves, but it is an organization which, by reason of its strength, will enforce action upon lines which must necessarily lead to better conditions of life. The man or organization that is strong can afford to do the right thing where the weak man or organization must cringe and cower. This organization is behind no other organization in its desire for better conditions politically, better conditions morally, and better conditions socially. There is just as much public sentiment just as much loyalty and devotion to purity of civic administration, in the hearts of those who belong to the Liquor Dealers' Association as there is in any other body equally numerous, no matter to what trade or profession they may belong."

Ruef went on to say that there was more power for good in such an organization than in the enactment of stringent sumptuary laws. As long as each man went along in his own direction oppressive legislation was invited, but when an organization was strong enough to cure the evils which were complained of, there was no need to enact laws to

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Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.

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ALONG THE LINE

meet the special cases of the minority who gave cause for complaint. In that lay the benefit of organization.

"There is no perfection in this world," he proceeded. Liquor dealers have their faults; but they also have their virtues. It is unjust that the worst should always be singled out as the type for criticism, covering the entire business with obloquy and contumely. An organization like this will do much to persuade the public that the liquor seller is no worse than any other average citizen of the community, that he is entitled to the same reasonable regulation that any other merchant or business man is entitled to. It is not fair that the burden of taxation should be placed on him alone. It is not fair that he should be called upon to pay the only licenses that are paid in bulk for carrying on a legitimate business."

He had seen, Ruef said, ministers of the church call upon liquor dealers for charitable contributions, and after receiving money go out and blame the man for being in a business which enabled the call to be answered. He urged liquor dealers not to blindly oppose every suggested change which they thought impinged on their rights, but to closely examine every suggestion, and adopt those that were logical. By thus moving along the line of least resistance much would be done to diminish public antagonism.

THE SUPERVISORS.

Supervisor Braunhart responded to the toast of Our City Fathers. He talked long, saying among other things that he sometimes doubted the wisdom of the provision of the charter which compelled a man engaged in the liquor business, a legitimate calling, to make application every three months for permission to carry on his business. He felt that a charter amendment should be presented at the next election changing that.

The toast of The Ladies was wittily and eloquently responded to by Colonel H. Choynski, and after a few remarks by Supervisor Lunstedt, a completely successful and enjoyable banquet terminated.

A feature of the banquet that was remarked upon with

pleasure was the novel menu card and programme. It was appropriately got up in the shape of a barrel, and exhibited evidence of distinct originality in its design.

Liquor Dealers Elect Officers.

THE California Liquor Dealers' Association has elected officers as follows: President, Thomas H. Lindsay; vice-president, Chris Stader; recording secretary, William Clack; financial secretary, Frank P. McCann; treasurer, Oscar Hocks.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

J. J. HANLEY, Secretary

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ALONG THE LINE

Local Optionists Defeated.

THE Fresno Board of Supervisors gave the local option cranks a nasty jar on the 13th of April. A big effort had been made to bulldoze the Supervisors into passing an ordinance introducing the majority rule in connection with the issue of liquor licenses. Numerously signed petitions for and against the proposed ordinance were presented to the board, and the question was argued at length by the attorneys for the local optionists and for the liquor interests. Messrs. Charles Puckhaber and George P. Beveridge, of the California Wine Association, were present. On behalf of the association it was contended that if the ordinance was passed it would tend to bring about prohibition, thus stopping the sale of wine in the county. After listening to argument pro and con for three hours the board voted unanimously against the proposed majority provision of the ordinance. The revised liquor ordinance, which abolishes traders' licenses and will do away with road houses, was then passed to print.

Same Old Hypocrites.

MANY people in Smith County are getting their whisky on forged prescriptions, they having found out that signing a physician's name to a whisky prescription does not constitute a crime for which the law can reach them. One physician has 168 whisky prescriptions charged up to him, all but seventeen of which are forgeries. Another beauty of local option; as it is but a small step from forging a physician's name to forging any other business man's name.—*Texas Liquor Dealer.*

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ALONG THE LINE

John L. Herget's Remodeled Saloon.

THE saloon of John L. Herget, at the corner of Taylor street and Golden Gate avenue, has been remodeled throughout, and to-day is one of the swellest houses in the city—and, consequently, in the State. Everything that conduces to elegance, or makes for the comfort and convenience of the patrons of this popular resort, has been remembered. The scheme of decorations has been carried in rich green, contrasted with polished California redwood. All the fittings are new, the bar itself being a remarkably handsome piece of solid walnut. Art glass windows of the very finest design have been purchased by Mr. Herget at considerable expense. On the walls of the cosy saloon hang some paintings of exceptional excellence. Among these is the well-known Nymph of the Wave, as artistic a picture as hangs in any bar. A large clock, which automatically winds itself, is one of the features of the establishment. Altogether, this is one of the most modern and attractive bars in California, and the enterprise of the proprietor in decorating it so lavishly is deserving of the reward of success. Within a week or two there will be attached to the saloon a large grill, capable of accommodating 100 people. Workmen are now engaged in tearing out the structure behind the bar, where the grill is to be established. A space of 45 feet by 25 feet is available for this purpose. This is quite a new feature of the business, and one that Mr. Herget believes will prove very popular. When the grill is completed, the genial proprietor intends to give a grand re-opening, inviting his friends to a big lunch. The grill room is to be handsomely decorated, so that it will be in keeping with the up-to-date bar.

Duncan Nicol, of the old Bank Exchange, waxes prosperous and contented. The demand for the excellent goods carried at this famous bar holds strong and steady and the artistic mixing is another big card that can't be beat in the city. Drop in and try a "Pisco punch" as a starter, if you are not familiar with this royal beverage.

Buneman Mercantile Company.

THE well-known wholesale liquor house, doing business under the firm name of H. Buneman, has been reorganized and incorporated as the Buneman Mercantile Co. The business was transferred to the corporation on the 9th of February. Mrs. Buneman, who was the sole proprietor of H. Buneman, retains an interest in the new company. Mr. H. L. Rea is the president and manager of the firm, which will carry on business at the old location, 317 Battery street, on the same lines as heretofore. The company makes a specialty of the favorably known Boulevard O. K. whiskey, the demand for which is rapidly increasing on the Pacific Coast. While Boulevard whiskey is the star brand carried by the Buneman Mercantile Company, the firm also handles full lines of other whiskeys, both in bond and free. It also has big stocks of other liquors, such as gin, brandies and rums, both imported and domestic. Mr. Rea says that business has been very favorable since the beginning of the year, and the prospects are distinctly rosy. The demand for all the goods carried by this house is opening up well.

Ferro Quina bitters are palatable and wholesome at all times, but this is the season when this fine tonic is particularly beneficial. Ferro Quina wards off biliousness, malaria, tones up the system and at the same time is a grand mixer with wines and liquors. For sale at all bars. D. P. Rossi, 1400 Dupont street, is the sole agent.

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Tom Ferguson's New Branch.

THE T. M. Ferguson branch bar was opened on the 9th of last month at 534 California street, occupying the premises recently vacated by the French Bank. Nothing has been neglected that would make a comfortable, attractive saloon. It is, in fact, one of the handsomest and brightest in the city, as well as, it is scarcely necessary to add, being a place where the very best of goods are sold and where the attention is quite unexceptionable. This last point is guaranteed by reason of the fact that H. A. Duhmen, who for a number of years so capably managed the branch at 141 Montgomery street, which has now been closed, is in charge of the new California street establishment. Associated with him are John Holliday and F. Smally, who are also favorably known by patrons of the 141 Montgomery street house. These three have worked together for the past five years, and a better "team" does not exist. The fittings of the California street saloon are of a character that would grace any bar in the city. Adorning the walls are a collection of fine paintings and tapestries. The tapestries are something of a novelty, and are highly artistic. It is gratifying to know, on the word of Mr. Duhmen, that the new house branch is enjoying just as good patronage as that vacated in Montgomery street.

The manager finds the location a splendid one for business and judging from the way trade has opened he has every expectation of making it one of the most popular bars in town. A feature of the saloon which is highly appreciated by business men in the vicinity is the merchants' lunch, served from 11 to 2 o'clock every day. In connection with the business a cigar stand is conducted by Forest Adams.

The West End Garden and Cafe, at 117 City Hall Ave., has changed hands. J. B. McNamara has disposed of this business to Joseph Carroll, who for years has been head barkeeper at the cafe. Mr. McNamara is now located at 1564 Market street, directly opposite his old quarters.

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A Pessimistic "Invite."

WHILE Messrs. Stafford and Bohm were entertaining a crowd of Filipino scouts who happened to stray into the El Dorado bar on Montgomery street, and were enjoying some of their fancy American cocktails, the scouts drank to the health of the American nation, and Mr. Bohm made the following pessimistic appeal to the Filipinos:

"You Filipinos don't know what you are missing by not wanting to become citizens of this grand country of ours. There isn't anything like it under the sun. You ought to send a delegation over to us—the land of the free—land of fine churches and 40,060 licensed saloons; bibles, forts and guns; houses of prostitution; millionaires and paupers; theologians and thieves, liberists and liars; politicians and poverty; Christians and chain gangs; schools and scallwags; trusts and tramps; money and misery; homes and hunger; virtue and vice; a land where you can get a good bible for fifteen cents and a drink of bad whiskey for five cents; where we have a man in Congress with three wives and a lot in the penitentiary for having two wives; where some men make sausage out of their wives, and some want to eat them raw; where we make bologna out of dogs, canned beef out of horses and sick cows, and corpses out of the people who eat it; where we put a man in jail for not having the means of support and on the rock pile for asking for a job of work; where we license bawdy houses and fine men for preaching Christ on the street corners; where we have a Congress of four hundred men who make laws, and a supreme court of nine men who set them aside; where good whiskey makes bad men and bad men make good whiskey; where newspapers are paid for suppressing the truth and made rich for teaching a lie; where professors draw their convictions from the same place they do their salaries; where preachers are paid \$25,000 a year to dodge the devil and tickle the ears of the wealthy; where business consists of getting hold of property in any way that won't land you in the penitentiary; where trusts 'hold up' and poverty 'holds down'; where men vote for what they do not want for fear they won't get what they do want by voting for it; where 'niggers' can vote and women can't; where a girl who goes wrong is made an outcast and her male partner flourishes as a gentleman; where women wear false hair and men 'dock' their horses' tails; where the political wire puller has displaced the patriotic statesman; where men vote for one thing one day and cuss it for 364 days; where we have prayers on the floor of our National Capitol and whiskey in the cellar; where we spend \$500 to bury a statesman who is rich and \$10 to put away a workman who is poor; where to be virtuous is to be lonesome and to be honest is to be a crank; where we sit on the safety valve of energy and pull wide open the throttle of conscience; where gold is substance—the one thing sought for; where we pay \$15,000 for a dog and fifteen cents a dozen to a poor woman for making shirts; where we teach the 'untutored' Indian eternal life from the bible, and kill him off with bad whiskey; where we put a man in jail for stealing a loaf of bread and in Congress for stealing a railroad; where the check book talks, sin walks in broad daylight, justice is asleep, crime runs amuck, corruption permeates our whole social and political fabric, and the devil laughs from every street corner. Come to us, Fillies! We have got the greatest aggregation of good things and bad things, hot things and cold things, all sizes, varieties and colors ever exhibited under one tent."

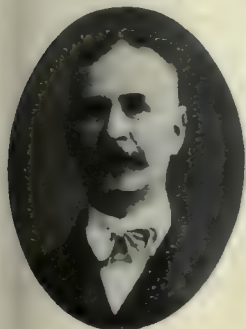


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BOB WELLS

FORMERLY WITH
WHEELAND & COLLINS

ALONG THE LINE

John H. Pein, president of the Geneva Lithia Water Company, reports the sales for this grand water to be rapidly increasing. It is one of the few articles on the market that is all it is claimed to be. It is a great remedy for rheumatics, and kidney troubles as well, and is for sale at all first-class bars.

Phil De Martini, of the El Dorado, Montgomery and Sacramento streets, has added a further accommodation to his popular place. It is in the shape of a safe-deposit safe with sub-treasury, etc. City or country customers who desire to deposit their valuables can have free use of private box, about the safety of which there can be no question. These safes are becoming very popular in all up-to-date saloons.

Finke's Widow are very busy shipping goods away just now. Mr. Schraubstader reports that the demand for the champagne is constantly increasing. The output gets bigger every year.



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WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

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LOUISVILLE, KY.

The well known "Celerytone" tonic, manufactured by the Dunkley Company, Kalamazoo, Mich., is finding increased favor on this Coast every month. It is a very popular adjunct to many bars and sideboards, entering into the preparation of numerous delicious and healthful beverages. The nerve-building invigorating qualities possessed by celery are all retained in "Celerytone" Tonic. The tonic is positively guaranteed to be the pure unadulterated triple extract distilled entirely from the root hearts of the famous Kalamazoo celery grown by this company.

Charles Meinecke & Co., of 314 Sacramento street, report that business conditions are very satisfactory. There is a constant and increasing demand for the specialties for which this firm are the sole agents on the Pacific Coast namely, R. B. Hayden Whiskey, Duff Gordon Sherry, Swan Gin, Boord's Old Tom and Dry Gins, and White Horse Cellar Scotch Whiskey. Barrett's Unrivalled Prune Juice is gaining ground rapidly since Messrs. Meinecke & Co. accepted the agency.

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El Dorado



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Southwest corner Montgomery and Sacramento Sts.

SAN FRANCISCO

Anti-Saloon Victories.

THE necessity for firm and close organization on the part of the liquor men of the State was pointedly emphasized on the 10th of the month by the action of several inland towns in voting no license. In Selma all the "temperance" candidates were elected, and although the City Trustees were not absolutely and publicly pledged to make Selma a "dry" town, yet the line was so distinctly drawn that they are virtually committed to a no-saloon policy. There are six saloons in Selma, and the result of the election makes it practically certain that they will all be closed for at least the next four years.

At Winters, after a hotly contested election on the question of license or no license, a vote was cast of 80 for and 113 against licenses. An anti-saloon Board of Town Trustees was elected.

The vote for no license was considerably larger than that cast for the Trustee candidates pledged to the no-license policy. It is said that there is a strong probability of the election being contested.

On the same day elections were held in many cities of the sixth class in Southern California, and the issue in the majority of cases was license or no license for the saloons. The Prohibitionists were successful in many cases. At Long Beach the old administration, which has been in power for four years, was defeated by a decisive vote. Anaheim voted against Sunday closing of saloons and Fullerton decided in favor of licenses for saloons; but Azusa, Alhambra and several other towns went in favor of prohibition.

Louis Fontanel's New Cafe.

THERE is no happier man along Montgomery street than Louis Fontanel. On the 2nd of this month he opened the Cosmos Cafe at 515 Montgomery street, removing there from 318 Montgomery street. The change has resulted in almost triplicating his business. All his old friends and patrons came along to the new house, and he is catering every day to hosts of new customers. He finds the new location much better for business than the old one. The merchants' lunch at noon has taken very well. Mr. Fontanel now caters for about twenty more every day than at his old place. This very successful opening is far better than he expected. The Cosmos is one of the very handsomest saloons in that part of the city. Everything has been arranged at very great expense. The art nouveau fresco on the walls is a striking feature of the decoration. This cafe is the first place in San Francisco in which this style of ornamentation has been used. Stained glass windows add much to the appearance of the place. The fame of the Cosmos Cafe quickly spread along the line, and during the last four weeks Mr. Fontanel has had many visitors from uptown who had heard of the swell style in which he had fixed the place up, and who were anxious to see for themselves. Mr. Fontanel's name guarantees that the goods sold over the bar will be of the very first quality. Amongst his specialties is a fine Scotch whisky—Watson—which Mr. Fontanel imports himself. He also has a specialty in Bourbon ryes.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne



At the Palace of King Edward VII
and of H. R. H. the Prince of Wales

Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

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DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

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120 FRONT STREET, San Francisco

SOLE AGENTS



Knights of the Royal Arch.

THE convention of the Knights of the Royal Arch, at Fresno, about the middle of the month, was of a more than usually successful character. There were eighty-one delegates at the convention, and a large amount of important business was transacted.

Among the resolutions adopted was one to the effect that where the license of any saloon man, whether a member of the order or not, is in jeopardy, the advisory board of the local lodge meet with the municipal body concerned and act with it in endeavoring to ascertain the actual facts. If the evidence showed that the saloon man was guilty of acts reflecting on the business or lowering him in the estimation of his fellow citizens, the lodge should recommend and approve the revocation of his license. The Arch is to be commended upon taking up this stand, and its action should have good results in removing in some measure the injustice with which a section of the public is inclined to regard men engaged in the liquor trade.

The convention elected Supervisor Theodore Lundstedt, of this city, Grand Valiant Commander for the ensuing year. Senator Louis O'Neil, of San Jose, grand attorney for the order, placed him in nomination, speaking highly of the effective work done for the order by Lundstedt. Mr. Lundstedt was elected by a unanimous vote. The full list of officers appointed, is as follows:—

Grand valiant commander, Theodore Lundstedt, of San Francisco; grand lieutenant commander, Theodore Gier of Oakland; grand treasurer, Frank Cheek, of Oakland; grand orator, R. F. Goings, of Los Angeles; grand recorder, F. G. Roney, of San Francisco; grand master of ceremonies, J. W. Sharkey, of Oroville; captain of the guards, L. Gstrien, of Merced; grand tyler, T. Muldowney of Colusa; grand attorney, Louis O'Neil, of San Jose; grand board of trustees, Frank Ruhstaller, of Sacramento; C. F. A. Last, of Los Angeles; P. N. Hanrahan, of Oakland; Charles Mitchell and John R. Herget, of San Francisco; Henry Lonjers, of Stockton, and H. Roehr, of San Jose.

While the A. Vignier Company do not find business so brisk as it ought to be at this period of the year, still they have no complaint to make about the share of patronage accorded them. The demand for Veuve Clicquot is widening all the time, and the outlook for the season is very promising.

Important additions have been made during the month to Brett's Cafe at 310 Montgomery street, and the establishment is now run as a first-class cafe, oyster and grill room. The grill is all that the name implies. Quality and services are of the very best, and prices are moderate. Mr. Brett's enterprise met with instant success, and the place is now catering to the very best class of custom in that part of the city. "Bob" Wells, formerly with Wheeland & Collins, is in charge of the grill. The motto of the establishment is "Nothing too good for you."

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WELL KNOWN TO ALL BON VIVANTS. BEST LUNCH IN THE
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"THE ARRIVAL" BAR

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Straight Goods a Specialty
Extra Pale Lager and A FINE LUNCH
Sharp Cool Steam Beer on Draught SERVED

KISTENMACHER BROS., Props.

Milwaukee Correspondence

MILWAUKEE, WIS., April 18.—Wholesalers and handlers of wines, brandies and whiskies are enjoying a brisk trade in this city and section, and there is a better feeling as to increased business for this year than there was a month ago. Stocks which were allowed to run rather low, late in the winter, have been repleted and the distributing of goods among the retailers is now on a large scale.

There was a flurry a few weeks ago among wholesale men, because of the report that on account of the scarcity of cooperage material, and the subsequent high prices of wine casks, etc., that there would be a considerable advance in the price of California goods, but thus far the intended increase in prices has not materialized. While there is more or less contention every time a large order is placed, over the prices quoted, the present prices on all Western stock seem to be fair, and there can be a good profit in the handling by the jobber, and also for the retailer. This condition of affairs, with a seemingly unlimited stock in California to draw from, makes the business situation here about all that could be desired.

"There is every indication that there will be a big wholesale trade in California goods," said an East Water street wholesaler. "As a matter of fact, there is a good business on now. It makes little difference to jobbers whether it is winter, summer, fall or spring, we have to keep a large stock of everything on hand, as it would be all day with us if we had a call for a good order and could not fill it. Some other fellow would get that business, and the future business as well."

Milwaukee is noted for her summer gardens, "palm" gardens, as many of them are called, and the refreshment business is consequently better in the summer time than in winter. There are several popular resorts along the lake and on the river, where in summer a great deal of business is done. Among the most popular is the Whitefish Bay resort, owned by the Pabst Brewing Company. This place is six miles outside of the city, and the electric cars run every ten minutes after 6 o'clock p. m., in the summer time. Several years ago Captain Pabst bought this beautiful place, built a magnificent hotel there and fitted up the gardens with tables and chairs, so that thousands could be served throughout the evening. Each summer evening one of Milwaukee's best bands gives a concert, and it is nothing unusual to see five to ten thousand hot and thirsty people partaking of the amber made by the biggest brewery in the world. Whenever there is a con-

vention of any kind held in the city, one of the regular "sessions" is held at the bay. When the Elks held their annual pow-wow here two years ago, it is said 22,000 persons were entertained at the bay.

But this is only one place. Another is Coney Island, a beautiful wooded park on the upper river; another is Blatz Park; still another is Schlitz Park, while other brewing companies have parks and the like where the product of their plants is served. In town, there is the Palm Garden operated under the management of the Schlitz Brewing Company, which is imitated in many of the larger cities of the country, but there is only one real, genuine Palm Garden, and the Schlitz Company has that—and in Milwaukee.

The malt market is easier, and there is easier breathing among the malsters and brewers. For a time it seemed that beer would be advanced to six cents per glass, and what a yell there would have been from the consumer. But then, there has been no advance in the price, and thus far all true Milwaukeeans are resting well.

Jacob Best & Bro., who brew Milwaukee's finest "native" wines, are doing an increased business this year. According to one member of the concern the sales will run well ahead of the total for last year. The business done by this well known company is not limited to Milwaukee or Wisconsin, but extends to all parts of this country and to foreign lands.

The Emil Kiewert Company, wholesale liquor dealers, 288 East Water street, has issued a swell calendar to customers and friends. It is one of the handsomest pieces of work ever sent out by this popular concern. Peter Barth, wholesale liquors, 251 Reed street, has also gone to the expense of having printed handsome calendars, which he is distributing among his friends.

After four years' effort Frank Fahrig of Chicago has won a decision from the Appellate Court that the story of the alleged brewery trust in Chicago and Milwaukee must be told in court.

Judge Baker, two years ago, dismissed Fahrig's bill against the Milwaukee and Chicago Breweries Company Limited, of London, in which Fahrig charged that \$2,500,000 was fraudulently spent in controlling the brewing business of Milwaukee and Chicago. The Appellate Court holds that although the English company was not properly served with summons in the case, its alleged American fellow, the United States Brewing Company, must respond to Fahrig's accusations. Rudolph Brand, president of the

BARRETT CO.,

43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CALIF.

American company, and George W. Kellner and Frederick S. Winston, directors, must also answer Fahrig's suit.

The Appellate Court declares that the stock of the American company, although held by the English company, is held only in trust for Fahrig and others, and that the courts here have jurisdiction because of having jurisdiction over the company's property.

Fahrig, who says that he invested in shares of the English company and then found that he was denied access to the books of the breweries operating under the company's control, started suit for an accounting. He declared the organization of the English company fraudulent, and asserted that, by a conspiracy, the officers of the United States company had diverted the company's funds until its stock holdings had lost ninety-five per cent of their value.

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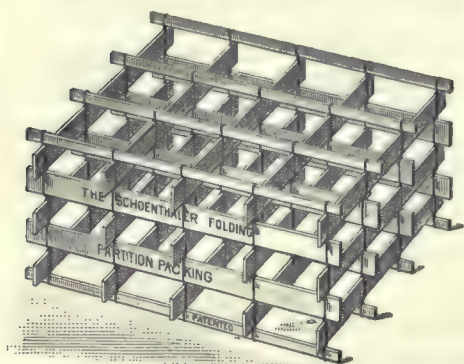
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All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
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McCarthy Portable Elevator Company. Capital stock \$1,000,000; subscribed \$5, by Thos. J. McCarthy, Wm. B. Wightman, Jos. A. Chanslor, C. A. Canfield and John A. Wagg.

San Francisco.—Beaulieu Vineyard. Capital stock \$50,000; subscribed \$500, by J. H. Kann, Wm. Maxwell, John O'Connor, T. J. Crowley and J. L. Hanna.

The American Vineyard Company of California has been incorporated with \$250,000 capital and \$500 subscribed by the following directors: W. R. Nutting, R. J. Orozco, E. O. Allen, Oliver Dibble and F. P. Nutting.

Lawless Land and Vineyard Company. Capital stock \$30,000; shares \$1 each; subscribed in full by W. J. Lawless, 9999 shares; Mrs. W. J. Lawless and K. M. Ham, 1 share each; Mrs. K. M. Ham, 9999 shares; Mrs. Nellie McGill, 10,000 shares; place of business, Martinez, Contra Costa County.

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A Specialty

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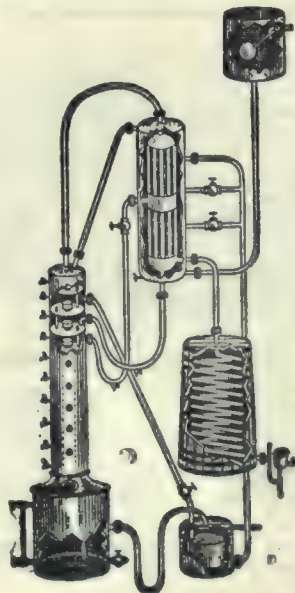
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L. WAGNER
Proprietor



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IMPROVED CONTINUOUS BRAND
STILL. It has the advantage over
others through its simplicity, saving
heat, fuel, water and labor. Now in use
by Risen Vineyard Co., Fresno, Cal.; Wine
makers' Corporation, Windsor, Cal., and
many others.

Further Information Given Upon Application
Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

New York Correspondence.

EDITOR WINE AND SPIRIT REVIEW: The demand for California wines and brandies, considering the trade conditions generally prevailing, is fairly good. The backward spring tends to make business dull, and complaint is heard in all directions. A couple of days ago it snowed in New York City and in the State a blizzard almost of winter-like severity startled the "oldest inhabitant." It is truly the age of combinations, and the wine and spirit trade is suffering from a combination of bad weather, legislation, labor strikes and other ills the body politic and commercial is heir to.

Still prices are well maintained, and the inquiry for brandies, particularly the older ages, indicates a probable advance so soon as business conditions justify increased purchases.

The whiskey and alcohol markets are very quiet, but no material decline in values is apparent. Here and there a price is shaded on some Kentucky brand of whiskey, but Eastern ryes, or, more properly speaking, Maryland ryes, are very firm, although transactions are for the most part confined to small lots, and then mainly to fill requirements for immediate consumption.

Whilst complaint of dull business is very general, withdrawal of both Eastern ryes and Kentucky whiskies keeps up in good strong force, clearly indicating that on the whole consumption is well maintained, and, considering all the prevailing drawbacks, conditions scarcely justify so much kicking as one hears.

Bottled in bond whiskies are gradually making headway in the East. It is going to be a very slow process to obtain a large market here for them; but time will tell. The Easterner has been educated to blends—heavy bodied, dark colored whiskies—and it is going to be hard to convince them that the "straight stuff," even if guaranteed by Uncle Sam, is better. It is as largely a matter of taste as education. New Yorkers particularly like a blended whiskey, but whether as a matter of individual taste or because they have been brought to think so by custom and the habit of seeing others drink them, is hard to determine. But there is no doubt that one sees and hears more of the whiskey "bottled under direct supervision of the U. S. government" than formerly.

Mr. T. S. Barnes, representing Messrs. E. H. Taylor, & Sons, is in New York, where he has determined to stay, if it take all summer, to bring "Old Taylor bottled in bond" into that prominence the quality of the whiskey justifies its occupying.

One of the first Maryland distilleries to appear with bottled in bond goods is the Monticello Distilling Company of Baltimore, and if the popularity and fame of those blends which have been characterized by Monticello can be accepted as a criterion for the success of the "straight stuff," there is but little question, if any, as to the results.

In the suits of the United States against Luyties and others, involving the question of whether or not the clause of the reciprocity agreement with France admitting "spirits" at a duty of \$1.75 a gallon, instead of \$2.25, ap-

plies to liqueurs and cordials, has been decided in favor of the importers.

If the cases are not carried to the Supreme Court the Board of General Appraisers will be able to decide 1,400 suspended protests on this issue, and the government will have to refund about \$250,000 in duties.

Judge Henderson M. Somerville has overruled the protest of Park & Tilford and others, involving the question of whether the French internal revenue tax is a component of foreign market value. The appraisers' action in adding this French tax—although it had not been collected—to the invoice value, has been sustained.

Committees representing the leading mercantile organizations of this city, the warehouse interests, and the customs service are now at work preparing a new schedule of charges for cartage, labor and storage on what are known as "general order goods."

The schedule now in effect was made ten years ago and fails to meet the requirements of the present. Many articles now imported are not provided for, and some that are incorporated in the schedule are no longer imported. Again, some which are listed are not admitted to storage warehouses now, on account of modern insurance rules, etc.

It is expected that a new schedule which will be entirely satisfactory to all parties interested and adequate to existing conditions will be ready in about a month.

On April 1st the Consolidated California Vineyard Company of New York City was incorporated at Albany with a capital of \$1,500,000. The directors are Max Oberfelder, I. H. Lehman, John F. Jacobs, Charles V. Ware and Joseph S. Menline, of New York City.

When called upon for an interview, Mr. Max Oberfelder stated the company would issue their prospectus within a few days, pending which he was not prepared to make any statement. S.

New York, April 20th, 1904.

Thomas Duntze, representing Gustave Duntze & Co., of New York, agents in the United States for Heidsieck & Co.'s Dry Monopole champagne, left for New York a few days ago. Mr. Duntze was here in connection with the case of his house against their Coast agent, one Campbell, who was charged with fraud, etc.

California Safe Deposit and Trust Co.



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Capital and Surplus, \$1,401,160 93
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Interest paid on deposits, subject to check, at the rate of two per cent, per annum.

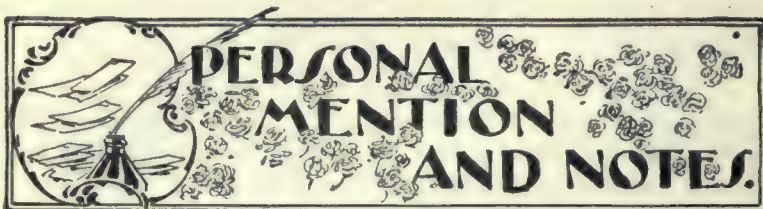
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Get a box at once and guard against loss by Fire or Burglars.

J. Dalzell Brown
Manager



Blue Grass Whiskey continues to grow in popularity in this market. It is one of the most famous products of the Blue Grass State, and is distilled by Messrs. E. J. Curley & Co., at Camp Nelson. The goods have been long known on the Coast, and have qualities that endear them to all lovers of fine straight whiskies.

Mr. Charles Fisher, of the firm of Rusconi & Fisher,

Halleck and Liedersdorff streets, came back to town early this week after an extended journey through the Baker field, Modesto, and Fresno country. Speaking of his trip he said: "The crops are excellent in that part of the State and this is bound to have the effect of making business very brisk in the future. At present trade can only be described as fair, although in Modesto and some of the other cities there is plenty doing. On the whole the prospects are excellent. The liquor dealers of Selma have a fight for their existence on hand. At the recent election the no-license party won, but the liquor dealers are taking the matter to the courts. At Tulare it has been arranged that two saloon keepers go out of business, leaving five. The license fee in Tulare has been raised from \$50.00 to \$75.00 per quarter."

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO



Fleischmann's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE THEY GROW IN CALIFORNIA.

WRITE TO US

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

Mr. Frank Moroney, Vice-President of the Jesse Moore-Hunt Company, has just returned to the city from an eight days' trip to Los Angeles, Santa Barbara, and Ventura, and he speaks very glowingly of the demand for the goods distributed by his house. "So far as the Jesse Moore-Hunt goods are concerned," he said, "I found everything extremely satisfactory. In Los Angeles and the other towns I visited they won't have anything else but our lines, and on all hands I found indications of a very prosperous future." At Santa Barbara Mr. Moroney established a new agency.

"Mayflower beer is going like blazes," is the expressive way in which Mr. Fagothey, of P. J. Weniger & Co., local agents for the beer, describes the demand for the popular beverage. With the object of still further increasing this eager demand, Mr. Arthur Koch, representing the Imperial Brewing Company, of Kansas City, who manufactures the Mayflower Beer, is now in San Francisco, and will remain here about three weeks. He declares that he intends to push Mayflower until it is the best selling beer in town. Mr. Koch was formerly western representative of the Lemp Brewing Company.

Dealing in Branded Bottles.

POLICE JUDGE CABANISS made it plain the other day that second-hand dealers in branded bottles are to be punished with the full severity of the law. The Legislature, at its last session, passed a law prohibiting traffic in branded siphon, beer, or soda water bottles. In fining Phil I. Friedman \$10.00 for having in his possession a branded bottle belonging to the Bottlers' Association, Judge Cabaniss said: "I want you and all others engaged in your line of business to understand that you are not to buy or sell, or have in possession bottles bearing the stamp of the association. You are the first martyr and I will not cut the thorn deep in your flesh, but it will be a mere drop in the bucket in comparison with the fine I will impose hereafter on either you or any one else who violates the law."

The Bottlers' Association intends making vigorous efforts to ensure the enforcement of the law by all parties.

Corporation Notes.

The Jos. Schlitz Brewing Company, of Milwaukee, has entered a contract to E. C. Horst, of San Francisco, for 10,200 cases of hops.

Independent Brewing Company, of Seattle, Wash., has been incorporated. Capital stock, \$150,000. Incorporators, Samuel S. Loeb, Herman Klaber, Ben Moyses.

Bellingham Bay Brewing Company, of Whatcom, Wash., has elected the following officers: President, Leopold F. Schmidt; first vice-president, P. G. Schmidt; second vice-president and treasurer, Gus Gamer; secretary and manager, Henry Schupp; additional director, A. M. Hadley. The meeting decided to push its trade in Australia, the Orient and Alaska. A depot will be erected at Cle-Elum in eastern Washington. New bottling works will be erected at the brewery.

The Hotchkiss winery here offers to contract grapes for a period of years at \$15 per ton, and guarantees cash payment upon delivery of each crop, says *Windsor Herald*. Grape growers will be encouraged by this offer. There was but little complaint at the price of grapes last year, but the manner of payment met and deserved much condemnation, not only among grape growers, but among all classes of business men, who even now find an uncertain tone in the markets which may be traced to economy on the farm. Little or no vineyard has been planted in this section this year, but it is thought that this offer coming so early in the season will cause many to plant vines who had not intended to do so this year. Resistants will be planted.—*St. Helena Star*.

LASH'S BITTERS
TONIC LAXATIVE

Gundlach Bundschu Wine Co.

San Francisco New York

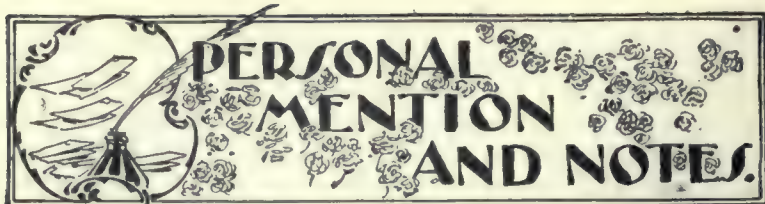
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



The Sunny Brook Distilling Company will, at the coming St. Louis World's Fair, have a model distillery in full operation for public inspection. It is the intention of the company to distill both Sunny Brook rye and sour-mash whiskies, during the entire exposition, showing the operation of producing John Barleycorn from the grain to the spirit. The display should be not only interesting but instructive; also a grand advertisement.

F. Cavagnaro, the well-known wine dealer, left for Europe on the 18th instant to be absent indefinitely. Mr. Cavagnaro has been in bad health for a long time, and his visit to the old country is made in the hope that he will recover some of his old-time vigor. His business has been incorporated as the F. Cavagnaro Company, and will be under the able management of President E. W. Gates, who has long been identified with the house. The company contemplates further and extensive improvements in the place of business, Clay and Montgomery streets, which include the removal of the bar to the corner of the building, its enlargement and equipment in up-to-date style. The ground floor of the premises will be extended to take in several adjacent floor spaces. Business with the company is good.

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



**MARASCHINO
CHERRIES**

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY
SAN FRANCISCO

These are busy times in the Wieland Brewery. The demand for this famous brew grows steadily. "Wielands" not only increases in popularity at home but it is making friends in Mexico, Central and South America, the islands, as well as throughout the principal cities of the Orient.

Siebe Bros. and Plagemann is one of the houses that never complains of slack business. The firm has a steady and settled clientele that keeps up the volume of trade all the time. The manager says that both in the country and in the city the demand for the goods the firm distributes is keeping up well.

"Both city and country business has been first-rate throughout April," is the verdict of Mr. Fred Hilbert, of the Hilbert Mercantile Company. Trade was heavier in volume than in any of the three preceding months of the year. The firm notes with satisfaction a very healthy demand for the well known Cedar Brook Whiskey.

Mr. Carl H. Well, Pacific Coast agent of Goodhart, Hartman & Company, Chicago, producers of the well known Herald Rye whiskey, returned to San Francisco from Honolulu by the Sierra on the 25th inst. When he went away to the Hawaiian Islands Mr. Well was very sick and his friends will be pleased to learn that he has come back very much improved in health. He secured a big volume of business while in Honolulu. Lemle Levy & Company are the local agents for Herald Rye.

Vine Conditions in Bay Counties.

THE vine crops in the bay counties, while not yet out of danger, have not so far been affected by frost; but nevertheless a heavy yield is not expected. These are the conclusions of Mr. Clarence Wetmore, of the Wetmore-Bowen Company, expressed in an interview two or three days ago, immediately upon his return from a visit to his well-known Cresta Blanca vineyard, in Livermore Valley.

"The weather has been pretty cold in the Valley lately," said Mr. Wetmore, "but not cold enough to do any damage yet. On two or three mornings the temperature was down to 32, with a light frost. That did no harm, but a further drop of two degrees would have caused sufficient frost to spoil the crop. So it was just on the danger line. There is a possibility of frosts any time up to the middle of May, but as a rule there is very little danger after 10th May. However, nothing is certain. In the season, about 1886 or 1887, there was a particularly heavy and damaging frost on 26th May. What effect the cold weather may have on the bud when it comes, of course I cannot tell. Sometimes, after cold but not frosty weather, the buds, being tender, will not set, and drop off. This is known as 'coulure,' and there is generally more loss by this agency than by the direct action of the frost.

"I do not expect a big crop this year. There have been heavy crops the last two years, and I never have seen three big crops in succession, while even two following is very rare. It is therefore only reasonable to surmise that the crop will be short this year. Even if the vines escape damage from frost and coulure, there may be shortage of fruit buds, or cold weather in the spring may reduce the output, or rain when the grapes are ripe would bring down the yield.

"Probably a half crop would be better than a full one this year. The conditions of the market are such that if we had another big crop it would be difficult for the wine makers to handle the grapes, and we would have to make a low price for them. On the other hand a medium crop could be easily handled, and trade conditions would not be disturbed. This firm has five years' supply on hand, so it would not matter much to us if we got no grapes at all."

"HERMES" VINTAGES

PERFECT

California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia	Hock—Castle	Angelica—Victoria
Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Gutadel—Rheingold	Sherry—Oloroso
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
Burgundy—Cote d'Or	Haut Sauterne—Monopole	

ROYAL WESTERN—CALIFORNIA CHAMPAGNE

A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

Distributors Wanted

FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
ESTABLISHED 1880

LOS ANGELES, - - - CALIFORNIA

Tansan Mineral Water.

THE Tansan Mineral Water Company, with offices at 324 Pine street, San Francisco, was incorporated under the laws of California on February 29th last for the purpose of handling in the United States and Mexico the celebrated Japanese mineral water known as "Tansan." This water is bottled at the wonderful natural springs, situated at Takaradzuka, Japan, about twenty miles from the seaport of Kobe. Although practically a new article in this market, Tansan is familiar to every one who has traveled in the Orient, where its sales are greater than all other mineral waters combined, there having been used in the city of Manila alone, in a single month, over 3,000 cases. With an article of such proved excellence as Tansan, together with unlimited financial backing to assist in introducing it, the Tansan Mineral Water Company's prospects for business in this country are certainly most encouraging.

Berkeley.—A hotel north of the University grounds, to be called Coyne Court, is projected by a number of college professors. A lot, 270x125, on the Ridge road, at the corner of Leroy avenue, has been secured. A \$50,000 building of Spanish architecture will be erected from plans by John Galen Howard.

Pythinia
NATURAL & ARTIFICIAL

FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
125 % PROFIT HANDLING GOODS
18 McALLISTER ST. SAN FRANCISCO.

Imitation Stained Glass

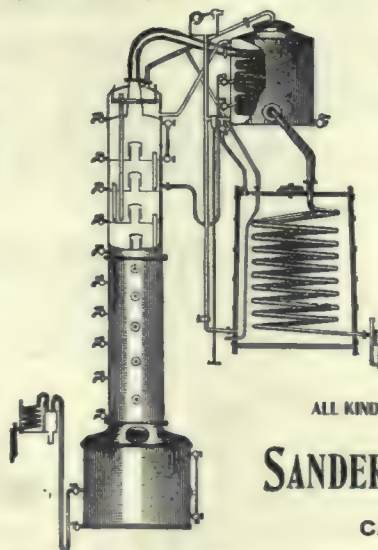
The great substitute for the real article
Beautiful; durable; cheap

For Windows and Transoms in Hotels
Restaurants, Saloons and Residences

Wall Paper, Window Shades and Interior Decorating

G. W. Clark & Co. 304 & 306 POST ST.
SAN FRANCISCO

IMPORTANT TO DISTILLERS AND WINE MAKERS.



This cut represents our latest Improved Continuous Still which has been perfected after years of experiment and large expense.

This Still has the advantage over all others, as it is economical, easily operated and separates the aldehyde and other inferior oils, and makes a pure and high-class brandy and reduces the cost fully ninety per cent. in labor and fuel. It requires very little or no water and utilizes all heat heretofore wasted.

We refer to GEO. WEST & SON, Stockton, JOHN WHEELER, St. Helena.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

SANDERS & Co.'s Copper Works

CARL L. SCHALITZ, PROP.

PAT'D SEPT. 29, 1891.

309-311 HOWARD STREET, SAN FRANCISCO.



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd
Walkerville, Canada

LONDON

NEW YORK

CHICAGO

MEXICO CITY

VICTORIA, B. C.

Personal Mention and Notes.

The Shea Bocqueraz Company, of Market street, reports an exceedingly fine month's business. In point of fact, April was the best month this firm has experienced since the commencement of the year. There are four travelers in different parts of the country representing the Shea Bocqueraz Company, and they are all accounting for a good proportion of trade.

Messrs. Chapman & Wilberforce, of 123 California street, this city, have for many years been Pacific Coast agents for Coates & Co.'s Plymouth gin. They have imported these goods direct, and by reason of the quality thereof, and the business abilities of the house, have built up a large and growing demand for this excellent brand. The house announces that there are imitations on the market, and that in order to get the genuine article it is necessary to deal with them.

Mr. Clarence Mann, of the C. M. Mann Company, has a very gratifying story to tell regarding trade conditions. "We are just in the height of the shipping season," he remarked a few days ago, "and it keeps us hustling all the time to fill orders. Our orders for case good wines are exceedingly extensive, and we are making shipments all over the coast and out East. The trade requirements are so brisk that it keeps us busy all the time to have enough

bottled. The demand for our bottled goods is increasing every month. Our wines are now in every first-class hotel and restaurant throughout the Pacific Coast. Our sparkling wines and champagnes are gaining great headway. This firm will be a large exhibitor at St. Louis, having sent about fifteen cases."

"There never was a whiskey that won its way into popular favor so quickly as Old Kirk," stated Mr. Kirkpatrick, of the A. P. Hotaling Company, the other day. He added that all over the State, and in Washington and Oregon as well, the new brand is being very widely called for. No complaint has been heard from any consumer, and the demand is increasing daily. The prospects for trade generally are very encouraging, Mr. Kirkpatrick says, and he anticipates a heavy spring and summer output.

A trip of about ten days over the northern counties of California has convinced Mr. Isaacs, of the Grunauer Commission Company, Pacific Coast agents for Dr. Bouvier's Buchu Gin, that that beverage is exceedingly popular. Mr. Isaacs says he found trade good everywhere. The gin, he finds, is being appreciated by the public at large, not only for its medicinal qualities, but as a wholesome beverage, and consequently a greater quantity is being sold every month.

Sonoma.—A. F. Martel, president of the Market Street Savings Bank, San Francisco, has leased Buena Vista Castle from Mrs. R. J. Snyder. The lessee will refurbish the Castle and throw it open to the public as a summer resort. Gus Martel will be manager.

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



Famous
For
Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

213-215 Market Street, San Francisco, Calif.

Grocers' Convention and Pure Food Show.

A HEARTY and characteristically California welcome will be accorded the delegates to the seventh annual convention of the National Association of Retail Grocers of the United States, which will be held in San Francisco on the 2nd, 3rd and 4th of May. The Transcontinental Passenger Association has granted excursion rates, and there is certain to be a large gathering of representatives of the trade from Eastern States. The fact that the Grocers' Pure Food Show and Industrial Exposition, under the auspices of the San Francisco Retail Grocers, will be on at the same time greatly enhances the importance of the occasion. The pure food show will continue during the first two weeks of May. Most of the space in the Mechanics' Pavilion has already been taken.

The local grocers are devoting much time and work to preparing a reception for the visitors from the East to the annual convention. Handsome badges are being made that will serve as mementoes for years to come of the trip to California. Over \$2,000 has already been subscribed by local firms to the entertainment fund.

The *Merchants' Review*, an Eastern journal, has the following to say concerning the convention:

"California beckons invitingly to the national convention this year, but there will be fewer delegates than if the choice had fallen upon some central city. Still, the charms of California are so great and her hospitality is so warm, that the pessimists are likely to be surprised at the good showing when the convention opens and Mr. Lott swings the gavel to call the delegates to order. If the visitors can be shown some of the processes of preserving fruit while on the coast, they would doubtless return with a warmer interest in the distributive end of the fruit business than they have yet felt, and largely increased sales might follow.

"The wine and citrus fruit trades might also profit by bringing the grocers and the growers and packers into closer relations. Here's to the California convention, anyhow, and may it bear good fruit! We feel a strong interest in the welfare of the National Association, and we are too true a friend to it to pretend that foolish measures are wise ones, and therefore we would have preferred a city nearer the center of population, but every grocer who can afford the time and money for the trip will do well to take it, for it will be an event in his life."

Vineyard Fertilizers.

A prominent vineyardist has made public the result of fertilizing some old vineyards in Madera county. For six years the vines had borne only a scant crop, the fruit was not satisfactory and the growth of canes light. In the fall of 1902 the grower spread around each vine one and one-half pounds of the Thomas phosphate. In April of last year he supplemented this treatment with one-quarter pound of nitrate of soda under each vine. As a result the vines were exceedingly vigorous; covered with splendid vegetation and bearing an abundance of plump bunches. The increase in crop was estimated to repay the expense of fertilization, leaving the vines in shape for bearing profitably for several years, with but little expense for fertilizers.—*San Jose Mercury*.

Some Hot Criticism.

THE wine men of California are preparing a stupendous exhibit of wine at the St. Louis exposition. What do they want to exhibit for? Surely, not to advertise the product; for men advertise that which they wish to sell, and the wine producers of California have shown no indication that they care to find consumers for their product. If a firm is advertising a new brand of breakfast food, cigar or chewing gum, it seems to it that the dealers in the localities where the advertisements are distributed are plentifully supplied with the goods. To spend money on advertising and not to give customers an opportunity to buy the goods would be regarded as the extreme of folly. Yet this is exactly what the California wine men are doing. Everybody in California who drinks wine at all knows the names of dozens of vintages of high-grade wine and of many dealers in ordinary wine, whose product has a definite quality and price. But nobody in the East, or in Europe, has this knowledge, unless he acquired it in California, simply because nobody has taken the pains to spread the information. And no Californian, traveling in other parts of the world, can make use of his knowledge of California wines, simply because he cannot find them on sale. They are not on the wine-cards of hotels or on the shelves or in the vaults of wine merchants. In the city of Washington, for instance, there are, or were a couple of years ago, just two places where California wine is sold. One of these sells only a single grade of inferior, but apparently genuine California wine, bottled under a name not familiar in California. The

Mont Rouge Vineyard

LIVERMORE VALLEY

CALIFORNIA



CHAUCHE & BON, - Proprietors

OFFICE AND DEPOT:

17 FIRST STREET

Telephone Main 1514

San Francisco

ther sells an assortment of horrible decoctions, manufactured out of unknown ingredients in some brick vineyard, and sold under a California label that ought to be actionable for libel, if for nothing else. California wines, even of these grades, are not on the wine-cards of hotels, nor served at any of the numerous public and private dinners. Yet Washington is a wine-drinking city. The mere fact that no houses selling, the one second grade, and the other forth grade California wine, can do business, shows that there is a market for moderate-priced native wines there, and there is unquestionably a large market for the high-grade wines, in the one city in the world where sentimental considerations would help instead of hinder the American dealer. In Washington, at least, there are plenty of people who would rather drink equally good wine under an American than under a French label.

In New York and Chicago, doubtless one who sufficiently knows the ropes can buy any California wines, but the writer can testify to the personal experience of having failed to find them in either of the cities, after repeated search. Other things whose producers really want to sell them do not need to be searched for in these advertised cities. They are thrust on your attention, in season and out of season. But it is actually easier to find Greek or Hungarian wine than California wine in New York. There is nowhere in Berlin that California wines are served, though there are flourishing houses dealing in poisonous Greek and heavy South African wines. In the Philippines, in Cuba and Porto Rico, where California wine producers looked for a large market, they report grievous disappointment. They could not sell their wines.

American brewers had no such trouble. They advertised.

California produces scarcely a drop in the world's bucket of wine, and then complains of overproduction of even that drop. If any serious effort had ever been made to stimulate the consumption of our product, perhaps the complaint could be listened to more patiently.—*Fresno Republican*

Why Not in California?

A RECENT press dispatch states that the Bay City, Mich., Chemical Company has closed a contract with the Menominee River Sugar Company by which it will secure the juice of the sugar beets ground at the Menominee plant after the sugar has been extracted. The juice is being stored in large tanks and will be shipped to Bay City to enter into the manufacture of alcohol. Four years ago this juice went to waste at the sugar plants. Then some one discovered its value, a big chemical plant was erected at Bay City and contracts for juice were secured from sixteen of the seventeen sugar factories in Michigan. The plant has a capacity of 120,000 gallons of alcohol a day, and last year paid in revenue to the government more than \$1,500,000.

Retailers who are about to outfit their places in the way of bars, back bars, and the general equipment of a saloon, should consult Oscar Fincke, the well known manufacturer at Fifth and Bryant streets, this city. Mr. Fincke has one of the largest plants of the kind in the West, and is prepared to deliver the highest quality of work at the lowest possible price.

TYPICAL CALIFORNIA VINEYARD SCENE



Grape Picking in Cresta Blanca Vineyard, Property of Wetmore-Bowen Co.

Coast News of the Traffic.

Portland.—Wholesale liquor firms and brewers have organized to oppose the local option law proposed.

Eugene, Ore.—The license advocates elected three councilmen and the anti-saloon league one at the municipal election April 4th.

Prescott, Ariz.—The Voge Wholesale Liquor Company, with a capital stock of \$75,000, has been incorporated by Herman Voge, J. P. Bauder and E. B. Moden.

Madera.—The applications for retail liquor licenses must have the written consent of at least 7 out of 12 nearest residents.

Oakland.—The City Council has notified the Royal Arch that they will not take up the matter of amending the liquor laws until after the bond election in the middle of June.

Tulare.—The City Trustees have decided that licenses be endorsed by half the property-owners in the block, and that saloons shall close from midnight till 5 a. m.

The inland revenue returns in Canada show that the consumption of spirits has increased, while the use of malt liquors has gone down. According to figures quoted by the *Toronto Globe*, in the fiscal year 1901-2 the quantity of spirits entered for consumption was 2,933,182 gallons, while in the last fiscal year the figures rose to 3,207,748 gallons—an increase of 274,564 gallons. On the other hand, the manufacture of malt liquors showed a decline of 1,868,617 gallons, viz., from 27,623,767 gallons to 25,755,154 gallons.

Hotel and Restaurant News.

Paso Robles.—The Paso Robles Hotel Company has decided on improvements to consist of a large bath-house and plunge; cost, about \$100,000.

San Mateo.—Mrs. M. A. Lee contemplates erecting a \$75,000 hotel on the Hotel Mateo grounds.

Point Richmond.—Henry Richman has the contract to build a three-story hotel, 26x100 feet, and to have sixty-three rooms, for Wilson Parish, near the oil works.

Martinez.—N. E. Gray, proprietor of the Byron Hotel, will dispose of the same. Mr. Gray will take charge of a hotel to be built at Byron Springs.

Santa Rosa.—The Occidental Hotel is to be reconstructed and enlarged. It will occupy the whole block between Fourth and Fifth streets. Frank P. Bane is in charge.

Los Angeles.—A company has incorporated to build a \$75,000 hotel adjoining the Bimini baths on Bimini avenue. It will have 150 rooms.

Hotel Hatton Company; capital stock \$25,000, shares \$10 each, subscribed \$250, by M. G. Bray, J. C. H. Edwards, H. S., H. M. and M. Krigbaum, 5 shares each; place of business, San Francisco; R. Countryman, attorney.

Seattle.—Don H. Porter, proprietor of the Kenyon Hotel, Salt Lake City, has secured control of the Washington in this city for ten years, at a \$30,000 yearly rental. He has bought the furniture for \$75,000 from J. A. Moore. Mr. Porter will move to Seattle.

HILBERT MERCANTILE COMPANY

Telephone
Private Exchange 313

213-215 Market Street

SAN FRANCISCO
CAL.


Sole Agents and Importers of the World's Standard Brands

HUNTER BALTIMORE RYE
H. B. BOURBON and RYE WHISKIES
EL MONTE BOURBON
MARYLAND MONOGRAM
W. H. McBRAYER'S CEDAR BROOK
BOOTH'S OLD TOM and DRY GINS



ST. LOUIS A. B. C. BEER
BUCHANAN'S BLACK and WHITE SCOTCH
J. BAUMGARDNER RYE
UNION LEAGUE BOURBON
AETNA MINERAL WATER
BOAR'S HEAD ALE and STOUT

Ruinart Brut Champagne

 We have unequalled facilities for handling large orders.

CALIFORNIA'S MOST FAMOUS MINERAL SPRING



ARTLETT—One of America's Most Wonderful Medicinal Springs, whence comes the celebrated "Bartlett Water." Situated in Lake County, Cal. Partial view, looking west. McMAHAN BROS., Props.

UNITED STATES FIDELITY AND GUARANTY CO.

Phone
Private Exchange
418

CAPITAL, \$1,700,000

SURPLUS AND RESERVE, \$1,428,546.98

This Company is Accepted as
SOLE SURETY UPON ALL INTERNAL REVENUE AND CUSTOMS BONDS

Required by the United States Government from
Distillers, Brewers and Cigar Manufacturers

PACIFIC COAST DEPARTMENT

BORLAND, ROBERTSON & HALL, General Managers

331-339 Crossley Building, San Francisco

Burlingame Milk and Cream Depot

Make a Specialty of Bar Supplies in their Line

WHOLESALE AND RETAIL DEALERS IN

Pure Country Milk and Cream, Butter and Eggs

Ranch in
Marin County

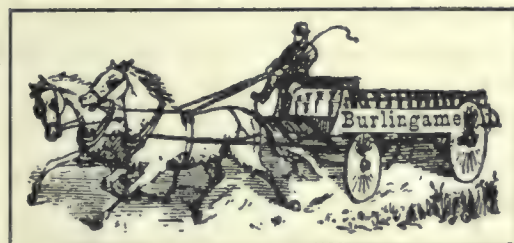
J. DAVIS & CO., Proprietors

Milk Delivered in All Parts
of the City

Office and Depot: 239 to 243 SEVENTH ST.

Telephone South 392

SAN FRANCISCO, CAL.





OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Rosenblatt Co.....	1/2 page
John Wieland Brewery.....	1/2 page
F. Cavagnaro Co.....	1/2 page
U. S. Fidelity & Guaranty Co.....	1/4 page
Buneman Mercantile Co.....	1/4 page
Buffalo Hotel.....	1/4 page
French American Bank.....	1/4 page
Tansan Mineral Water Co.....	1/8 page
Treadwell & Co.....	1/8 page
Parcells Greenwood Co.....	1/8 page
Santa Barbara Mineral Water Co.....	

RE-CONSTRUCTED

Brett's Cafe	
Cosmos Cafe	
Chapman & Wilberforce	
Rainer Beer	
Sunny Brook Distillery Co.....	
The Dunkley Co.....	
A. P. Hotaling Co.....	
Hunter Rye	
Merchants' Exchange Cafe.....	
Mutual Label and Litho Co.....	
James Levy & Bros.....	

Editor of the Review Defends Himself.

"CONVICTION IN FIRST SLOT MACHINE CASE.

"SAN RAFAEL, April 23.—In the case of *The People vs. Garland*, the first of the slot machine prosecutions, the people succeeded in convicting Garland of owning and operating the gambling device. It developed that the machine in question was so plugged that it was impossible for anyone to get fair play. Garland is the Editor of the 'Wine and Sport Review,' a journal published in San Francisco."

THE foregoing dispatch appeared in the *San Francisco Bulletin*, of April 24th. It is plain that the intention was to state that J. B. Garland, the culprit in the case, was the editor of the *PACIFIC WINE AND SPIRIT REVIEW*, and it is probable that the reporter had not far to go to get this misinformation.

This is too much. For the enlightenment of the trade at large who may not be aware of the fact, we would say that J. B. Garland is editor and owner of the *Wholesalers' and Retailers' Review*, of this city. Furthermore that he is and has been for years the king of the slot machine operators of the Pacific Coast, this being his principal occupa-

tion, the publication of the paper in question being for the purpose of boosting the nickel-in-the-slot enterprise.

Since the crusade against the machines on the coast became energetic Mr. Garland has been in extremely hot water, and is now in the clutches of the law.

We had no intention of mentioning his disgrace in these columns, but the news dispatch at the head of this article made it necessary to state these plain facts. They are merely in self-defense—in justice to myself and my paper

R. M. WOOD.

Is It So?

I F you see it in the *American Wine Press*, it's so."—*American Wine Press*, April issue.

Is it?

Does this apply to the following in the *American Wine Press* of March, quoted apparently with editorial approval—at any rate, without editorial correction—from *The Journal of Commerce*?

As a result of the meeting of representative Eastern wine dealers held at the Astor House, the American Wine Growers' Association was organized yesterday to meet the growing rivalry of alleged impure and cheap California wines with foreign names and labels. Among the resolutions passed was one appointing a committee to draw up a measure to be introduced in Congress for the purpose of stopping the making of the so-called "sugar wines" and other adulterated products in California, which are dumped on the Eastern markets.

It is well recognized in the newspaper world that when one journal quotes opinionative matter from another without comment the journal so quoting endorses the opinion expressed in such quoted matter. The foregoing extract while plainly showing the veiled antagonism of the American Wine Growers' Association to the California viticultural industry, also shows, incidentally, the animus of the editor of the *American Wine Press* against the wine interests of this coast.

Germans Interested in California Viticulture

AMONG the visitors to this State early in April was Henry F. Gillig, founder of the European Exchange in Europe, who came here with the intention of paying particular attention to the wine growing and wine making industries of California. His object is to obtain full and accurate information for a number of wine makers in Germany, who believe that this State is destined to be the future wine producing country of greatest importance. Gillig carried letters from wine-growers along the Rhine asking him for information concerning the prospects of building up the infant industry in California. According to these letters, the wine-growers along the Rhine are disappointed over repeated failures in crops for the past several years. They say that overpopulation and overproduction for generations has exhausted the soil of the fatherland and that they must look elsewhere if they wish to continue in the same industry which their parents and grandparents have followed.

The Anti-California Wine Association.

THERE is something irresistibly funny about the paltry excuse of the falsely-named American Wine Growers' Association for organizing hurriedly without even so much as allowing a whisper to reach the Pacific Coast of the intended move. The humble appeal addressed, after all the officers had been elected and committees formed, "to the wine growers of the United States," but really intended for consumption in California, says:

On account of the distance and shortness of time, it was impossible to get the consent and the presence of representatives of the great California wine industry to attend the meeting.

Why this feverish haste on the part of one-fourth the wine interest of the continent to organize without consulting the other three-fourths? Why this precipitate rush to form an association east of the Rocky Mountains, totally ignoring this Western State, which produces more wine in one year than all the Eastern States do in three? Why this unholy hurry to form a sectional organization and impudently dub it "national"?

It may be unkind to hint that perhaps fear of the Bell pure wine bill had something to do with the hurry-scurry organization. But doesn't it look like it?

This Bell bill says that pure wine shall consist of the fermented juice of the grape, without the addition of any foreign substance. The California wine makers want pure wine so defined. The Eastern makers do not. There lies the reason for the formation of the so-called American Vine Growers' Association.

The information was allowed to escape at the outset, much to the chagrin of the "father," secretary and editor of the "official journal" of the association, that one of its main objects is to fight against the competition of California wine producers. All the evidence shows this to be so, notwithstanding the statement, written with tongue in cheek, that it is intended to include "all regular and reputable wine growers from the Atlantic to the Pacific coast."

Could not this "national" organization, if only to show its bona fides, have left just one position on the committee vacant for a Californian—just one subordinate position, to show that the high and mighty Easterners deigned to recognize that there are wine growers on this Coast? No, not one. Presumably, then, all "national" interests are centered east of the Rockies, in the estimation of the founders of this narrow body. But California wine growers are not likely to forget this impertinence.

A DESPATCH from San Jose reports the death, at Cupertino, on April 22d, of John C. Merithew, one of the best known vineyardists of the county. Mr. Merithew was a native of Maine and 81 years of age. When 2 years of age he went to sea, and when 20 years of age as captain of a ship. After sailing in the Atlantic for some years he purchased a 95-ton schooner, Arno, and in 1849-50 sailed around the Horn to San Francisco. Captain Merithew made a voyage to Honolulu and did some coasting trade until 1855, when he went to Trinidad, Klamath county, and engaged in the general merchandise business. Subsequently he made a trip to Johnson Island, 500 miles south of the Sandwich Islands, and then went to Santa Clara Valley to settle. He purchased fifty acres near Cupertino, where he has since resided.

Captain Merithew was one of the most prominent men in the county for years. A wife and three grown children survive him.

Obituary

William Melczer.

MR. WILLIAM MELCZER, one of the best known and best liked men engaged in the wholesale liquor trade of this city, and president of Melczer Bros. Company, died at his home, Palo Alto, somewhat unexpectedly on the 28th of March. The cause of his death was pneumonia. Mr. Melczer was not normally a man of robust health, but when he was compelled to lay up about a fortnight before his death with a bad cold, it was not thought there was any likelihood of his illness having a fatal termination. However, he gradually became weaker, and to the regret of a very large circle of friends, passed away on the date mentioned.

Mr. Melczer had a life of varied business activities, and died possessed of considerable wealth. A native of Hungary, where he was born 57 years ago, he came to America when but a boy. After spending a few years in New York, the glamor of Western life, with its splendid rewards for the exercise of brains and energy, attracted him. He came to San Francisco 35 years ago. From the first, the liquor business claimed his attention. As a whiskey broker he enjoyed considerable success.

After a few years in this city he went to Arizona, establishing a banking and commission business in the town of Nogales. Returning later, Mr. Melczer was prominently connected with the Potrero Distillery. Then, with his brother, Joseph Melczer, now of Los Angeles, he founded the wholesale liquor firm of Melczer & Company. In 1897 this firm sold out to Jesse M. Levy & Co., and Mr. William Melczer went to reside in Redlands, California. Here he remained for two years, owning the Terracino Hotel, of Redlands. In 1899, with his brother, Mr. Louis Melczer, he founded the firm of Melczer Bros., liquor dealers, in Phoenix, Arizona. He returned to San Francisco in January, 1903, and established the business of Melczer Bros. Company, wholesale liquor dealers. The Phoenix concern is a branch of this company. Mr. Melczer was president of the company from the time of its foundation up to the date of his death.

The firm's business is now being conducted on the same lines as before Mr. Melczer's death. The directors have not yet determined who shall succeed Mr. Melczer as president.

Besides his connection with the liquor trade, Mr. Melczer was largely interested in mining, devoting his attention to this industry during the three years from 1899 to 1903. He was president of the Melczer Mining Company, which owned and operated a copper mine in Sonora, Mexico.

A widow, two sons, and one daughter survive Mr. Melczer. His eldest son has taken a prominent part in the management of the firm of Melczer Bros. Company.



WINE AND VINE NEWS OF THE STATE



Cheapening the Cost of Resistant Vines.

PROFESSOR Twight explained to the California Viticultural Club last month that in his endeavor to cheapen the cost of producing disease-resistant vine cuttings he was teaching girls how to graft. He ridiculed the contention that grafting was an expert operation, and said that men who claimed that only experts could do the work were simply anxious to keep up the price of their labor to \$2.00 and \$3.00 a day. The following excerpt from the Lodi *Sentinel* shows that the girls are learning the art of grafting very readily:

The High school girls of Lodi have been learning how to graft, under the instruction of Professor Twight, who will have charge of the government experimental station to be established here. In a week's time they could make 200 grafts a day, equalling or exceeding so-called experts.

The Federal Government and the agricultural station will establish a ten-acre plantation next month, when they will receive visitors every Friday.

The grafting was on grapevine cuttings. The old method was to plant the stock in the field, but it was found too expensive, and field grafting has been abandoned for nursery or bench grafting. In a well organized gang of grafters one person should select the scion, one cut the stock, another place the scion, and another make the tie, thus making a great saving in time and money.

Wine Growers Approach University Regents.

AT the meeting of the Regents of the California University this month, a communication was received from the recently formed Viticultural Club, signed by John Swett (President) Frank T. Swett, Charles Bundschu, H. Weinstock, and C. L. La Rue, inviting a conference with the regents so that the claims of the vineyardists for an additional appropriation for fighting vine diseases might be presented. It was represented to the board that there are 10,000 wine growers in the State and that they have \$80,000,000 invested. In ten years one disease destroyed property valued at \$10,000,000. The viticulturists recognize the value of the experiment station at the university and have great confidence in Professor Hilgard.

The regents resolved to appoint a committee to confer with the wine growers, as requested.

Grape Acid Association.

FRESNO.—T. M. Paulson, representing the American Grape Acid Association, of San Francisco, is here for a few days, working up interest among the grape-growers in the manufacture of crude cream of tartar and tartaric acid from distilled lees, pomace and wine. He is explaining the prices which the association will pay for argols and lees, and calling renewed attention to the offer of \$25,000

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519 Mission Street, San Francisco, Cal.

COURSES IN WINE CULTURE

First Course: May 2d to May 27th.

Second Course: June 6th to July 1st.

—Write for Particulars

WINE AND VINE NEWS OF THE STATE

or the discovery of a process which will enable the utilization of California grapes containing over 20 per cent of saccharine for the production of tartaric acid.

A large factory is to be built at La Canada, in the vicinity of Queretaro, Mexico, to be devoted to the manufacture of malt. The concessionaire, Domingo Barrios Gomez, engages himself not to expend less than \$250,000 American currency in the enterprise.

Dr. H. N. Cross, grower of the famous Dos Mesas wines, has established a business connection in San Francisco which is certain to prove satisfactory to both parties of the agreement. By its terms Goldberg, Bowen & Co., California's leading grocery firm with a half dozen large stores in San Francisco and Oakland, become sole agents for Dos Mesas wines while Dr Cross will have the entire supervision of the firm's extensive California wine business.

While the Dos Mesas vineyard has always been noted for the fine quality of its wines since the vineyard first came into bearing, yet it has been left to Dr. Cross during his four years of ownership to bring the vineyard to its highest and best development and to establish a reputation abroad for its product. It has required a great deal of capital and a greater amount of faith to bring this enterprise to a successful consummation, and in common with all who have the interests of the valley at heart we are glad to hear of the Doctor's new business connection which is certain to result in great good to the community.—*Livingstone Herald*.

The Perla Vineyard Company has been incorporated. Capital stock \$50,000; shares \$1 each; subscribed \$5, by Agnes Lemme, August Schilling and H. C. McPike, of Oakland, Claus Schilling, of San Francisco, and W. F. McPike, of St. Helena.

Lodi Grape Growers Organize.

TOWARD the end of last month a meeting was held in Lodi of the grape growers of that vicinity, and a branch of the San Joaquin Viticultural Association was formed. Messrs. G. E. Lawrence and E. E. Morse were appointed temporary chairman and temporary secretary respectively. The following were named a committee to circulate petitions for membership among the grape growers of the district: Sherman Mowry, A. S. Laselle, George Hogan, Vesper Williams, A. Chapdelaine, DeLos Beardsley, J. Emde, James Holmes, Elbert Covell, R. Boyce, C. Franklin, and J. B. Cory.

The petition which was drawn up contains the following: "We, the undersigned grape-growers of San Joaquin County, hereby associate ourselves together in an association to be known as the Lodi Branch of the San Joaquin Viticultural Association.

"The purpose of this association shall be to affiliate with other organizations of grape-growers in the State of California, and act in concert in all matters of mutual interest; to encourage and assist all business propositions having for their object the consumption of grapes; to establish if necessary, co-operative wineries.

"To study and discuss all questions pertaining to the culture and marketing of table and wine grapes; to oppose legislation detrimental to the interests of the grape growers, and to provide means for carrying into effect the acts and desires of this association."



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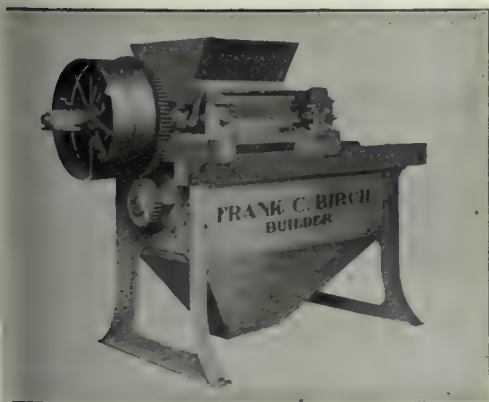
519 Mission Street, Merle Bldg., S. F.

Manufacturer of All Kinds of

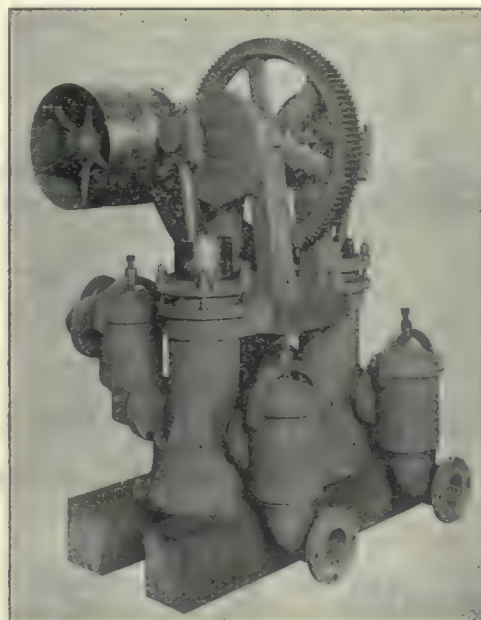
WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



CRUSHER



MUST PUMP

Internal Revenue and Customs Rulings.

(766.)

Special-tax returns.

Copies of special tax returns cannot be furnished for use in trial of persons indicted for violation of State laws.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., March 23, 1904.

SIR:—Your letter of the 19th instant has been received, transmitting a copy of an order by Judge ———, of the common pleas court, ———, addressed to the Secretary of the Treasury, requesting that inclosed copies of special-tax returns, Form 11, made by ———, which you also transmit with your letter, be certified under the seal of the Department and sent to the court.

Special-tax records are not among those records which the regulations contemplate may be furnished to a State court upon an order of the court. They are made under compulsion of law only with a view to collection of revenue for the United States, and it has been uniformly held that to allow copies thereof to be furnished for use against the special-tax payer in a case not arising under the laws of the United States, and in which the Government of the United States is not interested, is contrary to public policy and not to be permitted.

In transmitting this request of the court to the honorable the Secretary of the Treasury, I have recommended that the court be so informed.

Respectfully,

ROBT. WILLIAMS, JR.,

Acting Commissioner.

MR. B. BETTMAN, Collector, First District, Cincinnati, Ohio.

(767.)

Special-tax stamps.

When special taxes are paid for prior years, stamps of the current year must be issued therefor, and not a receipt on Form 1. When such taxes have been assessed on lists the duplicate charge can be removed by claim for release.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., March 24, 1904.

SIR:—Referring to your letter of the 10th instant, concerning the claim of ——— for the redemption of a special-tax stamp as rectifier less, it is noted that you state that upon payment by said firm of \$200 as rectifier more, October 17, 1903, a receipt on Form 1 was issued therefor.

The issuance of a receipt in this case was an erroneous action on your part and in direct violation of instructions contained in the ninth paragraph of Circular 568, which is as follows:

When the special taxes are collected for other than the current year, the collector will issue stamps of "series ———," writing across the face thereof, and also across the stubs, in red ink, "issued ———, 19—, for the last ——— months of the special-tax year ended June 30 19—," signing the same in his official capacity.

Exactly the same instructions have been given from year to year in circulars relating to special-tax stamps for the coming fiscal or special-tax year.

In the case under consideration a special-tax stamp should have been issued, prepared in accordance with the instructions contained in the above-mentioned circular.

In this connection, your especial attention is invited to T. D. 297 (vol. 4, p. 42) and to section 3183 of the Revised Statutes, applicable alike to collectors and deputy collectors.

When a stamp tax is assessed on Form 23, and, as in this case, receipted for by the collector on Form 23½, upon payment of the tax a stamp must be issued, thus creating what is termed a duplicate charge. The charge on the list is thereafter removed by claim on Form 488 (Auditor's Form 718). See regulations No. 14, pages 16 and 17, especially No. 5, on page 17. These claims are to be made out and forwarded with Form 79 for the quarter in which the credit is asked as stated on page 14 of the above-named regulations.

Respectfully,

ROBT. WILLIAMS, JR.,

Acting Commissioner.

MR. J. U. SAMMIS, Collector Third District, Dubuque Iowa.

(765.)

Distilled spirits—Stamps.

When tax-paid stamps are issued by the collector, to be placed upon packages of spirits in distiller's warehouse, the collector should issue his order to the storekeeper in charge for delivery of the spirits. Spirit should not remain in warehouse or on the distiller's premises after the tax-paid stamps have been affixed. Collector not to refuse to deliver stamps to distiller paying the tax.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., March 18, 1904.

SIR:—Your letter of the 14th instant, in which you make inquiry as to whether tax-paid spirit stamps issued in pa

J. J. JENKINS, President

S. F. MACFARLANE, Secy. and Treas.

AUGUST R. RETHEY, Manager

Pacific Copper Works INCORPORATED

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SUNSET PHONE SOUTH 98

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ment of the tax on distilled spirits on deposit in distillery warehouse should be delivered to the distiller, to be held by him until he sees fit to have them placed upon the packages containing the spirits for which they were issued, whether they should be sent to the proper officer charged with the duty of affixing the stamps, to be affixed by him at once, etc., is received.

In this matter, section 3294, United States Revised Statutes, provides that *on payment of the tax* on distilled spirits in warehouse the collector shall issue his order to the storekeeper in charge of the warehouse for the delivery of the same, and section 3288, United States Revised Statutes, provides that no distilled spirits *on which the tax has been paid* shall be stored or allowed to remain on any distillery premises, under a penalty of forfeiture of all spirits so found.

The sections above referred to clearly contemplate that spirits upon which the tax has been paid shall not remain in warehouse after a sufficient time has elapsed for delivery of the stamps to the proper officer and to enable him to perform the work of affixing the stamps and delivering the same from the warehouse, under the order of the collector for the district.

The spirits should not, however, be delivered from the warehouse until the tax-paid stamps are affixed, nor should they remain in the warehouse or on the distillery premises after the tax-paid stamps have been affixed.

This office is of the opinion that where a distiller has paid the tax on spirits produced by him and deposited in his distillery warehouse, the collector should not refuse to deliver to him the stamps for which he has made payment, but, in view of the language of the statute above referred to, the distiller is not at liberty to retain in his possession for an indefinite period the stamps evidencing the payment of the tax on the spirits described in the stamps, and which the collector has ordered the storekeeper or storekeeper-gauger to deliver to him, and that the distiller or his agent to whom the stamps were delivered upon payment of the tax should deliver the same to the proper officer without unnecessary delay, in order that he may obey the instructions contained in the order of the collector.

Respectfully,

JOHN W. YERKES, *Commissioner.*

MR. DAVID A. GATES, *Revenue Agent, Atlanta, Ga.*

(771.)

Union labels on caution notices.

The imprinting and use of the union label, or other extraneous matter, on the caution notice label by manufacturers of tobacco and cigars is held to be illegal and contrary to the regulations.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., April 9, 1904.

SIR:—Your letter of the 5th instant, transmitting sample of a caution notice label which is being used by certain parties in your district upon which is imprinted the "union label," and asking if this is not a violation of the law and the regulations, has been received.

In reply, you are advised that section 3393, Revised Statutes, prescribes the form of caution notice label to be used by cigar manufacturers, as follows:

Every manufacturer of cigars shall securely affix, by pasting on each box containing cigars manufactured by or for him, a label, on which shall be printed, besides the number of the manufactory and the district and State in which it is situated, these words:

Notice.—"The manufacturer of the cigars herein contained has complied with all the requirements of law. Every person is cautioned not to use either this box for cigars again, or the stamp thereon again, nor to remove the contents of this box without destroying said stamp, under the penalties provided by law in such cases."

The regulations (page 57) further prescribe that the caution notice label shall be printed upon plain white paper, separate and independent of any other printed matter; that it shall occupy a space not less than 1½ inches wide and 3 inches long; that it shall be clear and legible, *and be disconnected entirely from any other label, trade mark, name or brand of goods, and advertising matter.*

The caution notice is distinctively a Government label, designed as a protection against fraud, and as a warning to persons against violation of the law in the re-use of the boxes for cigars and failure to destroy the stamp when the box is emptied.

This office regards the imprinting of the union label or other extraneous matter on the caution notice label as not



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No Agents * No Canvassers * No Humbug
No "Get-all-you-can" price. EASY PAYMENTS

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in harmony with the spirit and intent of the law and as contrary to the regulations.

Manufacturers are permitted to put union labels on the boxes in any place or manner not in conflict with the law and the regulations, but the imprinting of it on the caution notice will not be authorized or permitted.

(772.)

Distilled spirits—Shipping tag.

The use of a shipping tag tacked over the stamp on a package of distilled spirits is forbidden, although it does not cover up the entire stamp.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., April 9, 1904.

SIR:—Your letter of the 7th instant, in which you inclose a sample of a shipping tag which you desire "to tack over the tax-paid, rectified, or W. L. D. stamp, as the case may be, when shipping by rail or water, to protect the 'cut out' as much as possible from damage," etc., is received. You say this tag would not cover up the entire stamp, but only that portion which it is important to save, namely, the "cut-out." You ask to be informed as to whether there is anything in the internal revenue laws or regulations that would prohibit the use of a shipping tag of the character described.

In reply, your attention is respectfully invited to the regulations, No. 7 (page 127), which read as follows:

The stamps, marks, and brands required by law and regulations to be applied to casks and packages of distilled spirits are designed to bear witness to the legality of the spirits which they cover, and they must not be obscured in any manner, or covered by incasing the vessel bearing the same in another, but must at all times be in such condition as to admit of ready examination by revenue officers.

In view of the regulations upon the subject, this office must decline to authorize the use of the tag described.

Respectfully, JOHN W. YERKES, *Commissioner.*
MR. J. W. CLARK, *New York.*

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NATURAL FRAGRANCE WATER
FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
125 % PROFIT HANDLING GOODS
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Herrmann & Co.
328 Kearny Str.
SAN FRANCISCO, CAL.
Fashionable Hatters.

The Old Story.

The *Republican* is in receipt of a letter from Thomas Yost, written in Decatur on the 7th of this month, in which he enclosed a fraudulent label, taken from a wine bottle. With a bunch of grapes as a central design the reading matter is:

Pure
CALIFORNIA
SHERRY
WINE

From the Vineyard of
John Barton & Co.
Fresno County, California.

The wine, so-called, was purchased in Chicago and sold at 17 cents a quart. Mr. Yost characterizes it as "the vilest stuff I ever tasted—absolutely no taste of sherry at all."

Speaking of fruits he says: "Our fruits are subject to the same process of adulteration. A friend of mine sent to Chicago for Emperor grapes, at my suggestion. He got Spanish malagas, and a dark and red grape from the Santa Cruz mountains. A poor quality of three crown raisins are sold as four crown, and so on down the line."—*Fresno Republican.*

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GENUINE
KALAMAZOO
"Celerytone"
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Only Genuine
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 In every Grape-growing District
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 LARGEST WINE DISTRIBUTERS
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 Output for 1903
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The heavily shaded portions with white borders are the principal grape-growing districts.

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Lessee of S. F. and North Pacific R'y
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Is more than Attractive for short, Sunday trips

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Cloverdale, Preston, Hopland, Guerneville, Schellville, Vine-
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*No one traveling on this road on Sundays will come in
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H. C. WHITING, Gen'l Man.

R. X. RYAN, Gen'l Pass. Agt.

MOKI SNAKE DANCE



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The Atchison, Topeka and Santa Fe Railway System is the only one with its own rails San Francisco to Chicago.

There are combinations of railways which join each other in forming through lines between these cities, but the Santa Fe is the only one under the same management, and therefore the only one with uniformity of service and undivided responsibility.

When you start on the Santa Fe you are sure to go through. Of course, delays may occur, but you will never miss connections, because you have no connections to make clear from San Francisco to Chicago.

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SAN FRANCISCO, MAY 31, 1904.

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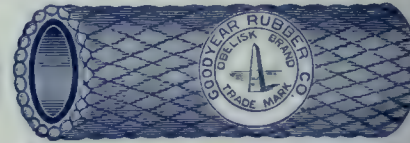
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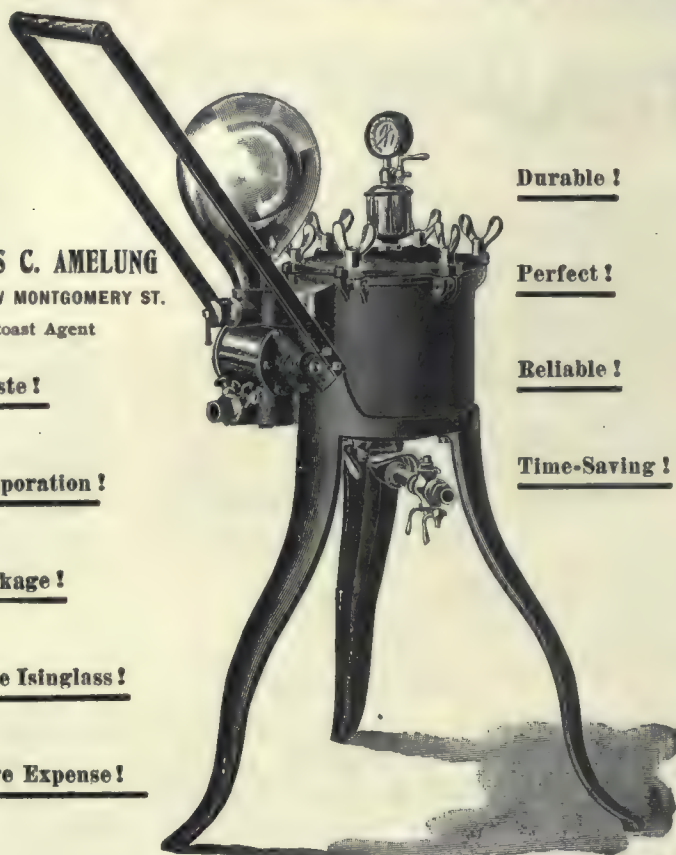
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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

WINES.—The market is well sustained, although the spring shipments have been made. Prices are keeping up in a satisfactory manner. Occasionally outside lots that have not found ready takers are disposed of at some little concession. The fact that there are prospects of another heavy grape crop, following two prolific yields, is having its effect on the market. But taking it all in all, the wine merchants of California manage to get living prices. The quotations have not changed materially since last report. For dry wines the price is from 17 cents to 18 cents, while sweet wines run from 30 cents up to 32 cents, according to strength and body.

May, June, July and August are quiet months with the wholesale people, but nevertheless a good volume of business was transacted during the month just closed.

Exports to all ports by sea for the month comprise 442 cases and 388,639 gallons, valued at \$131,546. Imports for May were very light, consisting of 33 cases and 25 barrels.

The receipts of wine from interior cellars during the month totalled 1,426,616 gallons—or 15,106 gallons below the receipts for April.

BRANDY.—In the brandy market there is no change of moment to record. As was the case a month ago, there is a strong demand for desirable holdings, and prices hold firm.

The quantity of brandy produced in both districts of the State in April was 24,056.6 gallons.

There is little brandy being made at this period of the year, and the receipts in San Francisco from both districts totalled only 1,000 gallons.

Exports of brandy by sea were again small, aggregating 178 cases and 393 gallons, valued at \$2,084.

WHISKIES.—On the whole, the whisky trade were not exuberantly pleased with the character of business during May. Most of them had to report that trade was quieter than they had expected. In some instances the demand became more brisk towards the end of the month, while other houses experienced better conditions during the first week or ten days than afterwards. Those who are able to talk about heavy business throughout the whole month are in a decided, though fortunate, minority. The only word that adequately sums up the month's conditions in the whisky market is "patchy." Different houses have different explanations for the dullness of trade. Some of them say the threatened car strike of the preceding month affected business seriously, and that many saloons now have larger stocks than they otherwise would have had. In other quarters the usual unrest that accompanies a presidential year is blamed. But in the ordinary course, May is the beginning of the quiet season in the whisky trade.

Exports by sea for the month were large, consisting of 1,270 cases and 14,224 gallons valued at \$27,383. Imports totalled only 245 cases and 5 casks.

IMPORTATIONS.—Although imports during the month were exceptionally small trade is holding up well. Some houses report better conditions than at the same time last year, and all agree that the outlook is favorable.

The imports for May comprised: Whisky, 245 cases and 5 casks; wine, 33 cases and 25 barrels; gin, 105 cases; brandy, 25 cases; mineral water, 200 cases.

BEER.—The market, both local and export, shows business of fair volume. Receipts of beer by rail were larger than during the preceding month. There were no imports by sea. The exports by sea amounted to 1,797 packages, valued at \$13,164.

Prospects Good for Grape Crop.

INDICATIONS point to a good grape harvest this year. With the passing of May, all danger of damage from frosts has vanished. In the dry wine districts the vines are looking well, and show strength and vigor. The rains in the north were sufficient to ensure good developments. Whether the hot north winds prevailing a few days ago have done harm to the blossoms that have not fully developed, remains to be seen. They may possibly result in heavy coulure, the general effect of such hot winds.

Mr. Charles Bundschu says that the general anticipation is for another full crop, and this prospect is already beginning to press somewhat on the wine market, especially in the sweet wines.

The conditions in the bay counties are well summed up in the following statement by Mr. Clarence Wetmore, of the Wetmore-Bowen Company, upon his return from the Cresta Blanca Vineyard, Livermore, two days ago:

"The grapes are just flowering, and everything is looking very satisfactory. Although it is a little early to prophesy, the prospects for a good crop are favorable. There are two critical periods in the growth of the grape. The first is at the time the grapes are in leaf, when frost is to be feared. That danger has now completely vanished. The second is while the grapes are flowering, during which period coulure is always likely. That is now the only thing that can harm the crop to any extent. The period of danger from coulure will extend over the next eight or ten days—until about June 10th. There is a splendid growth of vines, and if there is no coulure, the crop will be a good one."

All the grape growing districts expect good crops. About Los Angeles everything is so far satisfactory, although a little more rain would not be amiss. At Fresno, raisin grapes are abundant, and indications are that there will be a larger crop than last year unless the heat causes a dropping off of the berries. A report from Santa Rosa says that the vines look thrifty, and all indications are that there will be an abundant harvest. About Stockton the vineyards look exceedingly well, and are thus far free from any serious pest. Napa promises a very large yield of grapes. The year, it is said, will be a memorable one in the grape and wine industry in the Valley. From Calistoga it is also reported that the vines are in excellent condition, and that there will be a good crop if nothing unforeseen happens. At Hanford, the late frosts of last month nipped some of the grapes slightly, but the damage was not serious or extensive.

Delay in Installing Wine Exhibit.

It is slightly disappointing to learn that the California wine exhibit at the St. Louis Exposition is not yet installed. According to the latest advices received by Mr. Charles Bundschu, chairman of the Joint Viticultural Committee, responsible for the display, from Mr. F. A. Haber, manager of the exhibit, it will be ready June 10th, or six weeks after the opening of the exposition. Mr. Haber, in common with the exhibitors, has been hampered by scarcity of labor, inability to get material delivered, and the bad weather.

Reports to Mr. Bundschu a few days ago show that the stiff work is all completed, and the ornamentation and gilding of the gorgeous temple of the grape is being pushed forward very rapidly.

The large banner contemplated in connection with the original design by Architect Meybeck had to be abandoned, and the authorities would not permit anything likely to obstruct the view. This banner was to be forty feet long and ten feet wide. Instead of it, four immense heroic grape garlands are to be spread from the top of the central column to the corner pieces, bearing clusters of every variety of grapes grown in California, with gilded Chianti bottles hung amongst the foliage. This new arrangement will have a most artistic effect. There is no doubt that the California wine exhibit will be one of the most prominent features of the agricultural hall. All the other collective wine exhibits will cut a very small figure beside that of California.

All exhibitors who have not yet sent their competitive wines should immediately communicate with Mr. Charles Bundschu, who is sending the last portions of the exhibit within the next week. Communications on all other matters connected with the exhibit should be addressed to Mr. Haber, at the California Bldg., St. Louis.

F. A. Haber, manager of the California wine exhibit at the World's Fair, wrote as follows to the editor of the PACIFIC WINE AND SPIRIT REVIEW under date of May 7th:

"The installation of the exhibit of California viticulture is progressing, but not as fast as I would like. The framework is up, and the staff architectural work will be commenced in a few days. I hope to have the exhibit completed and installed by June 1st or 10th. In the accomplishment of the design already described in the REVIEW I have had enormous difficulties to surmount. The exactions of the labor unions, and the terrible condition of the approaches to the grounds and the Fair grounds themselves have been the chief obstacles I have had to encounter.

But when completed, our Golden Wine Temple will be the attraction of the Agricultural Hall. To be appreciated its artistic and classic beauty must be seen, and it will be a practical and telling advertisement of the California wine industry. New York, Ohio, Missouri, Virginia and North Carolina are all making individual wine exhibits, but they will sink into insignificance when compared with that of California. France, Germany, Italy and Portugal will also make fine wine exhibits, but I can safely assure you, and through you California viticulturists and wine merchants, that no country will make a wine demonstration equal to that of California.

Besides, we are the only country or State that has been accorded a special exhibit of wines and brandies, and being in the center of the Agricultural Palace, the display

will be one of the very foremost attractions. I hope that a representative of every California concern will be here to see this beautiful exhibit.

"With best wishes, and sincere appreciation of your untiring interest on behalf of the California viticultural industry,

"Yours truly,

"F. A. HABER."

Mr. Haber is preparing a pamphlet on the grape industry of California, which will be printed with ornamental covers and distributed at the Fair. Speaking to Paul Edwards, the representative of the San Francisco "Call" at the Exposition, Mr. Haber said:

"Mine will be a campaign of education. I want to teach the people from sections where wine does not flow as it does in California that the juice of the grape does not produce intemperance. Statistics show that less drunkenness exists among the wine-drinking people than among those of other sections. Wine drinking in moderation is beneficial, and crime and degradation never thrive where the grape purples under the sun of autumn.

"I intend that those who are really interested in the industry shall sample our best wines, that they may learn, if they do not already know, that no spot on earth produces any better wines than those of California. For those who love good wine there can be no stronger argument made for California's product than its sampling. Those who visit the temple will also be instructed as to prices, shipping, production and everything else that may be of interest to them and of aid to the industry. California's wine producers are going to reap much benefit from the actual demonstration that will be made here."

New York Wine Market.

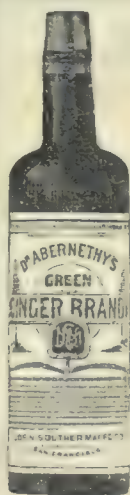
The demand for wines of all kinds has been very much quieter during the past two weeks than it was in the early part of the month, which shows the lack of enterprise throughout the trade. The dealers simply buy what they absolutely need and wait to make purchases until the very last minute.

Prices are firm, however, although there is again some talk of a combination of dissatisfied growers and outside dealers.

Brandies are in good demand at steady prices.—*Bonfort's.*

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of May were: Wine, 1,426,616 gallons; brandy, 1,000 gallons.



DR. ABERNETHY'S Green Ginger Brandy

Cures Cramps, Colic, Diarrhoea, Etc.

Professor Wenzell says:

I have subjected your Ginger Brandy to the usual tests known to Chemical Sciences, and find the same composed of the purest materials, skillfully prepared, and to represent the full medicinal value of Jamaica Ginger in the highest degree of perfection. It being an article possessing superior merit, I endorse and recommend your Ginger Brandy as an excellent preparation.

WM. T. WENZELL,
Analytical Chemist.

JOHN MULHERN,

General Agent,

124 MARKET ST., SAN FRANCISCO, CAL.

WINE AND LIQUOR EXHIBITS AT THE PURE FOOD SHOW

WINE-MAKERS and mineral water firms availed themselves freely of the opportunity to advertise their goods afforded by the Pure Food Exposition held in the Mechanics' Pavilion during the fore part of the month. The show was capably managed, and proved unexpectedly successful. It was rather feared that an exhibition of pure food methods and products would not prove a very potent attraction to the general public. But just the opposite was the case. People turned up in surprisingly large numbers, and the duration of the exposition was considerably extended. With judicious aid from band concerts and other popular attractions, interest in the show was maintained at a high pitch until the end. All who had taken space cor-

The exposition may be summed up as a complete success, and it is to be hoped that the retail grocers of the city will carry out the idea of making it an annual affair. If they do, it is safe to predict that next year there will be a largely enhanced demand for space from liquor men.

CRESTA BLANCA WINES.

The Wetmore-Bowen Company's exhibit did not by any means follow along stereotyped lines. The main feature of the display was an artistic but strongly built Japanese tea house. Cool, cosy, and in every way inviting, the tea house had a constant stream of visitors. Comfortable chairs and tables occupied the interior, and every day and evening



CRESTA BLANCA, WETMORE-BOWEN CO.'S EXHIBIT

dially shook hands with themselves, satisfied that they had achieved a valuable advertisement at comparatively reasonable figures.

The liquor displays were certainly amongst the most attractive in the building. Indeed, it was generally admitted that the wine exhibit put in by the Wetmore-Bowen Company surpassed in appearance and general effectiveness everything else in the Pavilion. The purveyors of wet goods kept open house throughout the exposition, and naturally they drove "a thriving trade." Wine and mineral water was freely dispensed amongst the visitors, and thousands of bottles were consumed during the show. This form of advertisement was in many cases immediately effective, and quite a number of orders were booked at the booths.

many scores of people accepted the invitation of the firm, entered the tea house, and sampled one or other of the excellent wines made by the Wetmore-Bowen Company. The whole space taken up by the exhibit was railed off with a light bamboo rail, the tea house occupying only a portion of the enclosure. Small trophies of all the Cresta Blanca wines, both in bottle and case, were attractively disposed about the space outside the structure. Gaily tinted banners, bearing the words "Cresta Blanca" depended from each case. The oriental aspect of the exhibit was enhanced by a profusion of palms, pot plants and flowers distributed about the enclosure.

The idea of this very effective display originated in the fertile brain of Mr. Clarence Wetmore, the senior member

the firm. The exhibit was in charge of Mr. H. Harrison, city salesman of the firm, and Miss Sharp. Before the show closed they had booked many substantial orders, besides having gained a large number of friends for Cresta Blanca wines, who will probably develop into purchasers in the near future. All the wines for which this house is so justly famous were exhibited and "on tap," namely: Margaux Souvenir, St. Julien Souvenir, Table d'Hote Souvenir, Sauterne Souvenir, Haut Sauterne Souvenir, Chateau Laque Souvenir, Sparkling Cresta Blanca, and Sparkling Cresta Blanca Burgundy.

F. CAVAGNARO COMPANY'S EXHIBIT.

The display of wines, whiskies, and specialties in imported glassware made by the F. Cavagnaro Company, of 14 Clay street, was certainly the most comprehensive of its kind at the exposition. A large ornate bronze show case occupied a considerable portion of the space. This show case was filled with all the domestic wines in which this firm deals—port, sherry, claret, Burgundy, Madera, sauterne, chablis, etc. A large demijohn of Cavagnaro's Chianti was on tap all the time, being served out to callers as freely as water. Many prospective buyers had their steps directed to the company's headquarters, in Clay street. Four of the whiskies which the firm distributes were displayed, viz.: Columbian Bourbon, Old 1890 Belmont, Brace, and Old McBrayer. A feature of the exhibit which attracted much attention was an interesting collection of imported glassware of special design. The Italian Buschi (flask), of which the Cavagnaro Company are the sole importers in San Francisco, was on view, and the Amigiana beccaro, a unique variety of demijohn, was examined with interest by many people connected with the liquor business. This demijohn has been on the local market only three months, and already has created a large demand. Unlike other demijohns, it has a faucet, which is covered with a lid operated by a spring. A cup which protects the neck of the bottle is another distinctive feature. A new style of flask, with an ice bulb inside it, was also shown. By the use of the bulb, ice water is prevented from running into the wine, while the liquor is kept cool all the time. Some hundreds of cases of these special lines of glassware have been sold by the Cavagnaro Company during the last twelve months. Another shipment is expected from Italy shortly. One of the large demijohns, with a capacity of fifteen gallons, was kept supplied with Chianti wine during the show, and visitors were liberally plied with the refreshing liquid.

SANTA ROSA WINE COMPANY.

An extremely creditable and effective exhibit was that made by the Santa Rosa Wine Company, of 657 Gough street, city. There was always a busy throng of visitors around this booth, and Mr. Charles A. Zwick, the secretary of the company, who was in charge, was successful in booking a good volume of business. The exhibit represented a French family liquor store, and very faithfully was the likeness carried out. One side of the interior was occupied with a handsome show case, filled with bottles, while kegs of wine were ranged along another side. On the remaining two sides—the exhibit was square in form—were counters. Mr. Zwick stated that he was very much surprised at the number of orders taken from visitors who sampled the wines on exhibit. A considerable number of Eastern visitors had purchased cases containing a dozen assorted bottles, for which the price was \$3.50. This is, of course, a much lower rate than that for which the same wine could

be obtained in the Eastern States. Mr. Zwick was particularly pleased at having booked these Eastern orders, not because they were of very great intrinsic value, but because they would certainly lead to an increased demand for the Santa Rosa Wine Company's goods. Many of these small orders were on the way to New York and other Eastern points before the exposition was over. Orders were also booked from local people.

PURE WATER COMPANY OF BERKELEY.

Amongst the mineral water and cordial firms that exhibited their goods, none did so to better advantage than the Pure Water Company of Berkeley. This company has had a comparatively brief existence, but it has met with a large measure of success. It began three or four years ago on a very small scale, a kitchen stove then being the principal feature of the equipment. Now it is an incorporated company doing a large business in San Francisco and its environs. The Utopia Ginger Ale, manufactured by this firm, is beginning to take the place of the imported article. Local hotel keepers and others are realizing that Belfast is not the only place where a first-class ginger ale can be manufactured. To-day the Utopia brand is served on the Oceanic and Pacific Mail Steamship Companies' boats in large quantities, and it is also used on some of Uncle Sam's war vessels. Many of the larger hotels and cafes of San Francisco are likewise among the patrons of this company. The original distilled mineral water is the basis of the ginger ale. The water is drawn through a draft of sterilized air, and that is why it is so full of life. Utopia Ginger Ale

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

TELEPHONE MAIN 5716

San Francisco, California

was served freely during the exposition, and it was highly praised by all who sampled it. The exhibit also contained the plain distilled water purveyed by the company, and soda waters and California Crystal Orange Cider. In the manufacture of all these brands every precaution is exercised in regard to cleanliness. A large number of orders were booked during the show. The Pure Water Company, it may be mentioned, is competing for the gold medal for mineral waters at the St. Louis World's Fair.

CASTLE ROCK MINERAL WATER COMPANY.

A novel booth, representing a cave, was used by the Castle Rock Mineral Water Company from which to dispense samples of the natural water placed on the market by the firm. The interior of the cave was prettily decorated with Indian baskets, gathered from the vicinity of the springs, which are situated on the Sacramento River, in the famous Shasta region. This company is composed exclusively of commercial travellers, 108 of them being interested in the concern. The water has been known for a number of years, but it has only been placed on the market since the beginning of the present year. The management state that already seven cars have been distributed in San



LONG SYRUP COMPANY'S EXHIBIT.

Francisco, two in Los Angeles, one in Fresno and Bakersfield and three in Portland. Agents have been appointed all over the coast. The company is pushing the sale of the article energetically, and it bids fair to attain a prominent position on the Pacific Coast market. The mineral water was served to all and sundry during the exposition, and as a result a considerable number of orders were filled. A feature of Castle Rock water is the fact that it is charged with the natural gas formed on the spot, and not with chemically manufactured gas.

ALHAMBRA NATURAL MINERAL WATER COMPANY.

Among the busiest people at the exposition were those in charge of the display made by the Alhambra Natural Mineral Water Company. Visitors crowded round the booth like flies round a honey pot, and the sparkling beverage was handed over the counter in immense quantities. The average quantity served was from 1,500 to 2,500 glasses per evening, and in one particularly busy night almost 3,000 glasses were served, free. That night, five people were dishing it out as fast as the visitors called for it. The company had a very pretty display, handsomely decorated with white and green cloth. New trade orders were taken

every day. Three forms of mineral were included in the display. These were the still water, the carbonated, and the laxative.

OTHER EXHIBITS.

A. Repsold & Co. displayed a handsome stand containing wine and brandies from their St. Helena winery. It included samples of their cognac, Burgundies, sauterne, Moselle, and Zinfandel.

The Spohn-Patrick Co. had a fine display of the grocery lines which they distribute on this coast. The exhibit included also a number of bottles of Hire's Ginger Ale and Hire's Ginger Beer, as well as the extract from which the beer is made.

The Long Syrup Refining Company was represented by a comprehensive display of goods which this firm is making so popular. The preserves, jams, jellies, syrups, etc. were exhibited attractively.

NATIONAL GROCERS' CONVENTION.

Concurrently with the exposition, the annual convention of the National Retail Grocers' Association was held. The delegates came from all parts of America, as well as from far away Australia. A large quantity of useful business was transacted. The visitors were accorded every opportunity of seeing all that is most attractive within a reasonable radius of San Francisco. One day was very pleasantly spent at the Italian-Swiss Colony's estate at Asti, where Andrea Sbarboro dispensed that lavish hospitality for which he is so well known.

LONG'S SYRUP REFINING COMPANY.

AN exhibit that attracted more than the average of attention was that made by the Long's Syrup Refining Company. The specialty of this firm so far as the liquor trade is concerned is the marischino cherries which they prepare. The finest cherries in California are selected for the purpose, and are preserved in marischino in a manner that has secured extensive foreign and domestic recognition. The company made a fine display of this article, and was rewarded by taking a number of trade orders. In addition, the delicious fruit preserves, for which the firm is so well known, were shown in generous quantities. In these preserves the finest fruits from California's famous orchards are used, and being preserved in pure candy granulated sugar, with attention to every detail, it is admitted everywhere that they reach the very highest standard of excellence. The exhibit was in every respect a creditable one.





Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

WUNDER BEER

THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
AND IS STILL INCREASING AT THE SAME RATIO

THE REASONS ARE PLAIN:

The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

For Agency Privileges in
Kegs or Bottles Write to

WUNDER BREWING COMPANY

San Francisco, Cal.



Whiskey Blenders and the Hepburn Bill.

WARWICK M. HOUGH, General Counsel for the National Wholesale Liquor Dealers' Association of America, appeared before the Committee on Manufactures of the Senate on the 4th of February, and argued against certain provisions of the Hepburn Pure Food Bill which appeared to the Association to discriminate against blenders of whiskey.

The first part of section 5 of the bill reads as follows:

That the term "drug," as used in this act, shall include all medicines and preparations recognized in the United States Pharmacopœia for internal or external use.

Mr. Hough suggested as an amendment the insertion of the words "as a drug or medicine" after the words "internal or external use." When asked by Senator Clay what good the amendment would do, he answered:

This law is precisely the same as the pure-food law of Ohio, and all whiskey that is sold for consumption, as food or as a beverage, is sold below proof.

We all agree that it is desirable that there should be a standard so far as concerns whiskey which is sold as a drug, and which may be sold on the prescription of a physician. But since the United States Pharmacopœia fixes the standard at 100, and the effect of this bill is to declare a whiskey which is not 100 impure, the result would be as to whiskey sold as food or beverage, and not as a drug—and it is all sold in that way—that it would be outlawed and declared adulterated, whereas the courts have held, in a long line of decisions, that the addition of water to distilled spirits, which reduces the proof, does not amount to adulteration, and does

not amount to rectification, and does not change the whiskey.

If it is clearly expressed in the bill, so that anyone will know that it has reference to the use of whiskey as a drug and not as a beverage, there is no objection to it; and I think that would be accomplished by the amendment. In other words, that definition or standard shall apply to the use of whiskey for internal or external use as a drug or medicine only. The standard as to that may be fixed.

Now, when whiskey is reduced in proof in the barrels at the distillery warehouse, it is reduced to 90. Under this bill, if this standard is not clearly limited to its use as a drug, that whiskey is instantly outlawed. The tax is accepted on the marks which are put upon the package at the time it is reduced, and I do not think it is the purpose of this bill to outlaw that whiskey as soon as it comes from the distillery warehouse.

W. L. Christian, the hustling representative of Julius Kessler & Co. in Southern California, has taken a suite of rooms in the magnificent Braly block and furnished them in a style befitting the fame of the splendid brands of Kentucky whiskies he is placing everywhere in the Southland. Kessler's unrivaled brands of whiskies and Christian make an unbeatable combination.

LASH'S BITTERS
Tonic Laxative



LOS ANGELES DEPARTMENT



LOS ANGELES—Now the prohibitionists of Los Angeles have broken out in a fresh place. They propose to enlist all kindred organizations in a scheme to fight the liquor interests by means of the bill boards. This is novel, but stranger things have been seen in Los Angeles. It is proposed to adopt colored broadsides on the bill boards to offset the influence of the whiskey and beer advertisements. In other words, it is proposed to make arrangements with the bill board companies to permit the posting of big colored temperance posters alongside the advertisements of liquids the prohibitionists are supposed to abhor.

If this scheme is carried out we can expect to see contradictory statements blazoned on the boards. Alongside the posters reminding beholders of "Jones' Whiskey—that's all" we can expect to see in equally conspicuous characters a warning to shun the flowing bowl, and overshadowing the advice to drink Seattle Beer can be expected an exhortation to look not upon the amber liquid when it foameth.

As the local prohibition forces suggest this in all seriousness, it can be expected to come to pass—if the bill board men will stand for it. As for the advertisers themselves, it is suspected they will rather court the scheme as one that will add to the prominence of their advertisements. True, if this counter advertising is to be attempted it will call for the expenditure of considerable money, but cash is always forthcoming in Los Angeles for movements intended to drive the liquor men out of business.

Added interest can be expected in the bill board displays when alongside the jovial-looking man in heroic size taking his bracer of Hobbs' Whiskey there will appear the uncolored portrait of the total abstainer and the slogan "Pulverize the Rum Power." Wholesale liquor dealers and the brewers who would be the objects of attack in such a campaign as is being planned could well afford to contribute to the cost of the contemplated counter demonstration in printers' ink.

Somehow or other the local liquor interests do not attach much importance to the declaration of the anti-saloon league that all liquor traffic in this city must cease. It is conceded that a campaign is ahead and organization is es-

sential for self-protection, but still the dealers are not organized. Owners of the first-class places which are not the principal object of attack, but which would suffer most by the success of the anti-saloon league, deplore the attitude of the second and third class places that are taking offensive stands against the city laws. With 200 retail licenses in force and only a majority of the owners in the association, no concerted action for self-protection is possible.

At the ranch in North Cucamonga, the Italian Vineyard Company is building a fine stone and iron winery to cover an area of 100x200 feet. This will be ready for working up the grapes of the great vineyard next season. It is the intention to add later another building about the same size. The structures are to be fire-proof and more substantial than any other in this section. Two large crushers are to be installed at once and a side track has been built to the new works from the Southern Pacific main line.

Vines in this immense vineyard and others in this section are looking well, though they need more moisture. Vineyardists are counting upon a good crop of grapes and a prosperous season. Secondo Guasti, President of the Italian Vineyard Company, is still in Europe. One object of his trip to the old country is to try what he can do to induce the English trade to accept California sherry. It is known that English sherry-drinkers are prejudiced against the California product, and it is to remove this prejudice that Mr. Guasti is paying particular attention to London.

Early in June John Hauerwaas will start East with the intention of continuing his journey to Europe and meeting his partner, Jacob Adloff, in Berlin in July. With Adloff and Hauerwaas away, the local agency of the Wieland Brewery will be managed by the trusted lieutenants.

"Billy" Salter of the Magnolia paid a visit to the Murrietta Hot Springs and feels much rejuvenated. He went more for the vacation it afforded him than from any necessity for the sake of his health.

National Surety Company

Capital and Surplus, **OF NEW YORK** **\$1,000,000.00**

THIS COMPANY IS ACCEPTED AS

SOLE SURETY ^{UPON} _{ALL} INTERNAL REVENUE AND CUSTOMS BONDS

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GILBERT & MAXWELL, Managers. Resident Vice President, PERCY T. MORGAN

Claus Spreckels Building
Telephone, Main 603
San Francisco

W. C. Houser, manager of the local branch of Sherwood, reports an increasing demand for Monogram, Pilsener and Schlitz Beer. Mr. Houser is popular in the trade and the business of the house is growing.

Schneider & Fieber, of the Palace, will operate the finest cafe in the West when the basement of the new Herman W. Sellman Building is ready for their occupancy. These popular caterers have secured these fine large quarters, which are to be fitted up in the most elegant manner. The new place will be ready to open early in the coming winter season.

Joseph Eyraud, well-known wine merchant of Los Angeles, died May 12th, aged 52 years, leaving a widow and three children. He had been a resident of Los Angeles twenty-three years and was known all over Southern California.

Tony Brunswick, who formerly ran the Hollenbeck bar in this city and is now selling Geneva mineral water at San Francisco, was a visitor in this city recently and many old friends were glad to see him.

Henry S. Baer is now the sole owner of the West Glenview winery, he having bought out the interest of his partner, Mr. Little. Extensive improvements are being made at the plant.

Anxious inquiries have been made lately regarding the Golden Gate Fruit Company, advertised in Eastern publications as a concern in San Gabriel largely engaged in the manufacture of fruit juices, orange wine and other liquids. L. Watkins is manager and T. Miller is proprietor of the concern, which exists chiefly in the New York office.

Now "Lucky" Baldwin's town of Arcadia, on the famous Santa Anita Ranch, is the object of attack of the temperance folks, on the ground that it has too many saloons and other things for the total number of houses. It is even proposed to deprive the place of its corporate existence. Still, the place is a welcome oasis to the tourist who has just passed through the Pasadena desert and is looking at the country.

W. R. R.

High-Class Mixologists Organize.

A CLUB to be known as the Unity Club, of San Francisco, was organized on the 17th of April with eighty charter members. The club is composed of men employed in the best class of saloons in this city and is organized for social purposes and to help its members obtain positions when necessary. The club has fitted up quarters at 850 Market St., where members can meet and feel as if life is worth living and where all will be on an equality. The necessary papers have been filed with the County Clerk for a charter and this will be received in a few days. Everything points to a prosperous future both in members and in social pleasures. The Officers of the club are Wm. T. Boothby President; John Connelly Vice-President; H. J. Burns Secretary; Robt. L. Harrington Treasurer; Harry W. Lewis Auditor; Chas. E. Magee Sergeant-at-Arms. Board of Directors: Wm. T. Boothby, John Connelly, H. J. Burns, H. W. Lewis, R. L. Harrington, Harry Freudenberg, W. J. Corlett, M. J. Flaherty, W. R. Elliott, R. L. Anderson.

The Hilbert Mercantile Company, contrary to the experience of some of the other wholesale houses, found May a good month for business. The city trade was particularly heavy. Amongst the specialties, A. B. C. Beer, H. B. Whisky and Hunter Rye are all selling briskly. Ruinart Champagne is finding a constantly increasing market.

HELLMANN BROS. & Co.

AGENTS FOR THE PACIFIC COAST FOR
AYALA CHAMPAGNE



12 Front Street San Francisco

PHONE MAIN 414

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR
CALIFORNIA WINE ASSOCIATION
SAN FRANCISCO

Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.

News of the Northwest

SEATTLE, Wash., May 15, 1904.—Trade conditions of the Northwest have shown a vast improvement the last thirty days and the prospects for an exceptionally good season seem assured.

The representative liquor-dealers of the Sound Territory report a surprising increase in the demand for all California wines, particularly in white and red varieties. Port and sherry are not so much in demand, although the sale of the latter has increased. One dealer predicts that within a year or two the sale of California red and white wines will have superseded that of the imported on the northern coast.

Chief of Police Delaney recently closed every poolroom in Seattle. The Police Department says that the places where men bet on the races are to be closed. The Chief says it is no temporary order, but as long as he is Chief of Police and Richard A. Ballinger is Mayor, playing the horses will not be permitted in Seattle. In company with Police Sergeant Peer, Chief Delaney personally visited the Totem and Standard poolrooms and notified the proprietors to close immediately. The rooms were cleared and the betting ceased. The order is a part of the original plan of Mayor Ballinger and Chief Delaney to stop all forms of gambling in Seattle.

Tom Clancy's caloon, on First avenue, opposite Rainier Grand, has been sold to Billy Emmerson, formerly of the Emmerson Bar.

Chief Delaney says public gambling of every sort is now closed in Seattle. Poker games exist, for they are impossible to suppress, but these games are carried on quietly and free from the public gaze.

The opening of a branch house in this city by the Cook & Bernheimer Company of New York is an event for Seattle, inasmuch as this is the first instance for an Eastern liquor house to establish a branch here.

The Totem Pole poolroom, one of the betting resorts closed by the police Tuesday, opened up for business in Georgetown. The proposed establishment of the poolrooms in that suburb has aroused the wrath of Mayor Mueller as well as of a majority of the citizens, and members of the City Council have stated that an ordinance will be passed at once which will force them to close up. At the present stage of the game, according to Prosecutor Scott, nothing can be done, as there is no statute against poolrooms in this State.

The Abbott Bar, at 305 Pike street, is now under the sole management of Mr. D. McKenzie.

Wm. Bloch, the well-known proprietor of the Germania, will soon leave for an extended trip to Europe, accom-

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

anied by his wife. Mr. Bloch expects to visit all the principal cities of the continent.

The Migliavacca Company has been appointed North-western agents for Marquette Rye. W. S.

What the State is Doing.

WE learn from Professor E. H. Twight, who is in charge of the viticultural work at the Berkeley Agricultural Experiment Station in connection with the University of California, that the Board of Regents has appointed Professor F. T. Bioletti to work with him at Berkeley on viticultural investigation. Professor Bioletti, who is one of the most eminent authorities of America on the subject of viticulture, has for the last two or three years been in the employ of the Government of Cape Colony, South Africa. His return to California should give a decided impetus to the investigation of vine diseases carried on by the University.

When the California Viticultural Club was formed, one of the strongest complaints Professor Twight had to make was that the University authorities by cutting down the viticultural investigation staff to one man—himself—had rendered it almost impossible to carry out effective work. The Viticultural Club appointed a committee to wait on the Regents and try and impress them with the necessity of pushing on with the investigation of viticultural problems,

especially in connection with the diseases that are assailing the vine growers. This committee was met by a committee of the Regents and President Wheeler, and the direct result was that the Board of Regents, at the following meeting appointed Professor Bioletti to work with Professor Twight at the experimental station. It was decided that until the arrival of Professor Bioletti his salary should be available for the making of further investigations.

The Regents made available \$1,500 for investigation purposes, but this is simply the balance of the State appropriation of \$3,000 obtained last year, and not a special appropriation by the University.

The work being carried on now by Professor Twight includes a study of the conditions of the vineyards in Sonoma, Sacramento, and San Joaquin, with the object of determining the cause of the spotting of the leaves, and of the death of the bark of the shoots—conditions which caused some anxiety amongst vignerons last summer. The work on the improvement in methods of bench grafting and budding is also being pushed ahead. Another investigation started this season has for its object the discovery of the agents that affect the coloring of the Tokay grape.



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EVIL EFFECTS OF OVER INDULGENCE
125% PROFIT HANDLING GOODS
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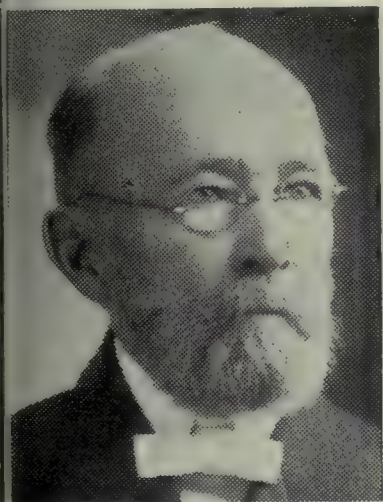
The Signature of E. H. TAYLOR JR. & SONS is Always on the Genuine.

(INCORPORATED)

THE COURTS OF
Kentucky

DECIDE AS TO

TAYLOR
WHISKEY



E. H. TAYLOR, JR.
OF TAYLOR WHISKEY FAME.

EVERY BOTTLE OF GENUINE TAYLOR
BEARS THIS PHOTOGRAPH.

JUDGMENT

Of the Franklin Circuit Court, April 9, 1891 (Excerpt)

Said defendants, and each of them, and all their servants, agents and employees are perpetually enjoined and restrained from branding, stamping or in any way marking the packages containing any of their whiskies with the words

TAYLOR WHISKEY,

or from representing or describing any of their whiskies as

TAYLOR WHISKEY,

either by brands, signs, labels, show cards or advertisements in newspapers or trade journals or trade reports, or in any way whatever."

(INCORPORATED)

There is but one **OLD TAYLOR** Distillery in Ky.

THE GENUINE

Taylor
WHISKEY

Is bottled in bond under direct supervision of the United States Government.

E. H. TAYLOR, JR., & SONS

(Incorporated)

Distillers, - - Frankfort, Kentucky

BEWARE! Alleged Whiskey is being sold as the TAYLOR Whiskey of Kentucky, which is not whiskey at all, but a commercial fraud—a CONCOCTION that never was made at a KENTUCKY distillery, and never was in a bonded warehouse in Kentucky, and which claims a fictitious age.

OPINION

Of Kentucky Court of Appeals, January Term, 1894,
Affirming Franklin Circuit Court (Excerpt)

"The judgment is also to be approved in denying to the appellants the use of the words

TAYLOR
OLD TAYLOR

as brands for their whiskies, and in confirming such use to the appellees."

(E. H. TAYLOR JR. & SONS.)

There is but one **Old Taylor** Whiskey Distilled in Ky.



Mr. Percy T. Morgan, President of the California Wine Association, left San Francisco for a trip East about the middle of May. Close application to business for an extended period rendered it necessary that he should take a rest in order to recuperate his run-down energies. Mr. Morgan is visiting New York and other large Eastern points, and intends also to take in the Exposition at St. Louis on his way back. His intention is to return to California about the end of June. In Mr. Morgan's absence, the duties pertaining to the position of president will be attended to by Mr. Hansen, General Manager of the Association.

Finke's Widow have a good display of their champagne in connection with the California wine exhibit at the St. Louis Exposition. Recently the firm has been getting out some advertising matter of special design for distribution amongst visitors to the Fair. Mr. Schraubstadter, the manager of the firm, who is a native of St. Louis, is going

to the exposition in September, and it is his intention to look for new business in the Eastern States. Already the firm has quite a trade the other side of the Rockies, but it has not been possible to work that territory properly because local demands kept the company so busy. Mr. Schraubstadter expects that his trip East will result in the making of arrangements to ship considerable quantities of the champagnes to the Atlantic coast.

A peculiar feature at the St. Louis World's Fair which attracts the eye of almost all visitors is the tall chimney of the Sunny Brook Distillery Co., belching forth clouds of white, fleecy vapor in the midst of the dignified Exposition palaces. This is the only exhibit on the entire grounds which operates its own boilers and furnishes its own power, all other machinery being supplied from the World's Fair Power House. The owners of the World's Fair Plant have gone to this extra expense and trouble in order to faithfully reproduce the actual operation of a fully equipped distillery, even to the smallest details. It goes without saying that all visitors, especially those of the trade, will meet with a hearty welcome, and will be shown every facility for inspecting the many interesting features which combine to make the World's Fair Distillery one of the most interesting sights of the Fair.

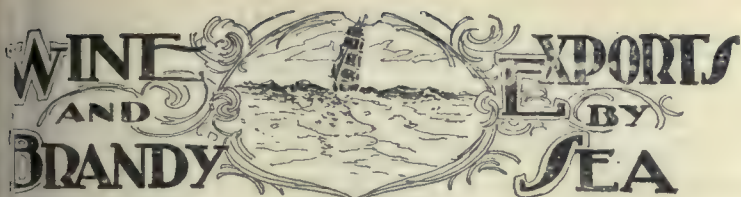
Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so*
viz. 80% finest selected rye & 20% best rye ma
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



From April 25, 1904, to May 25, 1904.

WINE.

TO MEXICO.

Cof Pan'ma	Mazatlan	Gundlach-Bundschu Co.	481
Acapulco	Acapulco	W Loaiza & Co.	52
Guaymas	Guaymas	B Frapolli & Co.	430
Topolobampo	Topolobampo		40
Guaymas	Guaymas	Gundlach-Bundschu Co.	10 202
Mazatlan	Mazatlan	L F Lastreto	62
Guaymas	Guaymas	California Wine Association	100
Altata	Altata		480
Ensenada	Ensenada	Thaunhauser & Co.	150
Guaymas	Guaymas		184
La Paz	La Paz	Wm Wolf & Co.	96
Guaymas	Guaymas	Canalizo, Trillanes & Co.	84
			202
		Italian-Swiss Colony	208
		A Pinelli	111
		W Loaiza & Co.	458
Mazatlan	Mazatlan		70
Guaymas	Guaymas		108
Santa Rosalia	Santa Rosalia		849
Guaymas	Guaymas	Maldonado & Co.	191
Topolobampo	Topolobampo		127
Altata	Altata		3 154
Santa Rosalia	Santa Rosalia		226
La Paz	La Paz		50
Acapulco	Acapulco	L G Sresovich & Co.	52
		B Frapolli & Co.	100
San Blas	San Blas	Thaunhauser & Co.	360
Acapulco	Acapulco	California Wine Association	161
Manzanillo	Manzanillo	Overland Freight Co.	47
		B Frapolli & Co.	245
Mazatlan	Mazatlan	Italian-Swiss Colony	100
Manzanillo	Manzanillo	California Wine Association	
Total		13	6,180
Value			\$2,580

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Cy of Pan'ma	N York via Panama	Lachman & Jacobi		12,526
"	"	California Wine Association		17,000
"	"	Overland F & T Co.		480
"	"	Beringer Bros.		185
"	"	Clocca & Lombardi		600
"	"	V Sattin		195
"	"	C Schilling & Co.		15,560
Acapulco	"	French-American Wine Co.		3,380
"	"	Lachman & Jacobi		31,641
"	"	Gundlach-Bundschu Co.		7,700
"	"	Sutter Home W & D Co.		256
Peru	"	California Wine Association		62,500
"	"	Farnsworth & Ruggles		50
"	"	Italian-Swiss Colony		12,699
"	"	Gundlach-Bundschu Co.		7,500
"	"	California Wine Association		96,000
"	"	C Schilling & Co.		17,890
"	"	Lachman & Jacobi		28,890
Total				315,052
Value				\$97,419

TO JAPAN.

Gaelic	Hiogo	Gundlach-Bundschu Co.	500
"	Yokohama	California Wine Association	203
Mongolia	"		3,188
"	"	Komado & Co.	30
China	Hiogo	S P Co.	500
"	"	California Wine Association	750
"	"	Gundlach-Bundschu Co.	500
"	"	Italian-Swiss Colony	944
"	Yokohama	Beringer Bros.	105
Total			6,670
Value			\$2,719

TO CHINA.

Gaelic	Shanghai	E G Lyons Co.	5	
China	Tsingt'n Kiao Cho	Lachman & Jacobi		1,087
"	Tientsin	E G Lyons	20	1,500
Total			25	2,587
Value				\$1,296



QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO CENTRAL AMERICA.

Cy of Pan'ma	La Union...	L F Lastreto...	6	105
"	Punta Arenas...	"		260
"	Corinto...	"		500
"	Acajutla...	E G Lyons Co...		250
"	Amapala...	California Wine Association...	2	163
"	Acajutla...	Gundlach-Bundschu Co...		414
"	San Jose de Guat.	"	10	582
"	"	C Schilling & Co...		120
"	Acajutla...	Mohns & Mohns...		47
"	Tumaco...	Hellmann Bros & Co...		270
Acapuleo...	Panama...	C Schilling & Co...		50
"	"	Lachman & Jacobi...		600
"	"	Gundlach-Bundschu Co...	25	2,050
"	"	E G Lyons Co...		50
"	Corinto...	French-American Wine Co...		282
"	"	Mohns & Mohns...		208
"	San Jose de Guat.	C Schilling & Co...		100
"	"	Goldberg-Bowen Co...	30	108
Peru...	Buenaventura...	Thannhauser & Co...		6,000
"	Panama...	Gundlach-Bundschu Co...		156
"	La Libertad...	California Wine Association...		502
"	San Jose de Guat.	C Schilling & Co...	20	192
"	San Juan del Sur.	"		
Total...			93	13,014
Value...				\$5,715

TO PHILIPPINE ISLANDS.

Gaelic...	Manila...	Maldonado & Co...	80	
Total...			80	
Value...			\$296	

TO ALASKA.

Portland...	Nome...	Giovaunoni & Pera...	10	257
"	"	Hilbert Mercantile Co...	8	731
"	"	Crown Distilleries Co...	49	227
"	"	Italian-Swiss Colony...		51
"	"	J N Mueh...		107
"	"	Wm Wolf & Co...		600
Nome City...	"	California Wine Association...		
"	"	Wetmore, Bowen Co...	15	
Total...			72	1,983
Value...				\$1,685

TO BRITISH COLUMBIA.

Umatilla...	Vancouver...	C M Mann Co...	3	
"	"	Berger & Demoniconi...		
"	"	California Wine Association...		
"	"	P C S S Co...		
"	Victoria...	Napa & Sonoma Wine Co...		
Senator...	Vancouver...	P C S S Co...	1	
"	"	A Repsold & Co...		
Cy of Pueblo...	"	Wetmore-Bowen Co...	46	
"	"	Theo Gier Co...		
"	Victoria...	D De Bernardi & Co...		
"	Roseland...	Schlessinger & Bender...		
Umatilla...	Vancouver...	Bertin & Lepori...	1	
"	"	Italian-Swiss Colony...		
"	Victoria...	California Wine Association...	1	
Senator...	Vancouver...	Italian-Swiss Colony...		
"	"	California Wine Association...		
"	Victoria...	Cioeca & Lombardi...		
"	Ladysmith...	Napa & Sonoma Wine Co...		
Cy of Pueblo...	Vancouver...	W F Garibaldi & Bro...		
"	Nanaimo...	C Schilling & Co...		
Umatilla...	"	A Repsold & Co...		
Total...			52	2
Value...				\$1.

TO HAWAIIAN ISLANDS.

	Honolulu...		70	23
	Hilo...			12
	Makaweli...			1
	Mahukona...			
	Halawa...		2	
	Kahului...		1	
	Wailuku...			2
Total...			73	40
Value...				\$18

MISCELLANEOUS.

Sierra...	Fanning Islands...	Louis T Snow & Co...	7	
"	Apia...	Gundlach-Bundschu Co...		
Mongolia...	Samarang...	C Schilling & Co...		
Umatilla...	Nome...	Wetmore-Bowen Co...	25	
China...	Singapore...	California Wine Association...		
W H Kruger...	St George...	North American Commercial Co...	2	
Total...			34	
Value...				\$

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

* BOURBON AND RYE *

BOONE'S KNOLL

HAND MADE

*** SOUR MASH WHISKEY. ***

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

* BOURBON *

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
matilla.	Rampart.	C W Craig & Co.	110	
celic.	Shanghai.	Crown Distilleries Co.	25	
	Yokohama.	"	16	
of Pan'ma	Amapala.	Santa Fe Ry.	8	
	Corinto.	P J Knudsen.	2	
	Acajutla.	S Apac.	2	
	La Libertad.	Crown Distilleries Co.	20	
	Corinto.	Haslett Warehouse Co.	5	
erra.	Fanning Islands.	Louia T Snow & Co.	1	
iracoa.	Guaymas.	Haslett Warehouse Co.	30	
	Topolobampo.	"	23	
	La Paz.	"	22	
	Topolobampo.	Wm Wolff Co.	39	
	Guaymas.	"	10	
	"	Hiram Walker & Sons Ltd.	50	
	"	Maldonado & Co.	15	
ongolia.	Manila.	E G Lyons Co.	25	
apulco.	Panama.	"	35	99
	Corinto.	Haslett Warehouse Co.	16	10
	San Jose de Guat.	Crown Distilleries Co.	32	
	Acapulco.	"	22	
	Champerico.	"	34	60
ina.	Shanghai.	S P Co.	50	
	"	E G Lyons Co.	25	
	Chefoo.	"	10	
	Yokohama.	Crown Distilleries Co.	15	
ru.	San Juan del Sur.	P J Knudsen.	2	
	"	Haslett Warehouse Co.	11	
	Acajutla.	Crown Distilleries Co.	20	
	La Libertad.	"	14	
	San Jose de Guat.	Hiram Walker & Sons Ltd.	10	
H Kruger.	Dutch Harbor.	North American Commercial Co	49	366
	St Paul.	"	3	10
ortland.	Teller.	Olson & Co.	10	
	St Michael.	Northern Commercial Co.		1,176
	Nome.	Hilbert Mercantile Co.	56	974
	"	Crown Distilleries Co.	51	1,631
	"	Wm Wolff & Co.		232
ome City.	"	E Commins & Co.	50	
	Honolulu.	"	319	7,996
	Mahukona.	"	10	
	Kahului.	"	13	530
	Makaweli.	"	53	
	Hilo.	"	37	
Total.			1,270	13,224
Value.				\$27,383

BRANDY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
celic.	Shanghai.	E G Lyons Co.	80	
iracoa.	Guaymas.	Wm Wolff & Co.	3	
apulco.	Panama.	E G Lyons Co.	2	
ina.	Tientsin.	"	20	
	Shanghai.	"		75
ru.	New York.	Italian-Swiss Colony.		50
	"	O Schilling & Co.		50
H Kruger.	Dutch Harbor.	North American Commercial Co	1	
ortland.	St George.	"		10
	Nome.	Hilbert Mercantile Co.	6	53
	"	Crown Distilleries Co.	11	127
	"	Wm Wolff & Co.		28
	Honolulu.	"	56	
Total.			178	393
Value.				\$2,084

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTL'D	PACK'GS BULK
celic.	Chemulpo.	Dunham, Carrigan & Hayden.	25	
	Shanghai.	S P Co.		712
nama.	Amapala.	Buffalo Brewing Co.	8	
erra.	Suva.	Anheuser-Busch Brewing Co.	46	
ongolia.	Manila.	S P Co.	300	
	Hong Kong.	Santa Fe Ry.		5
apulco.	Manzanillo.	Sherwood & Sherwood.		10
ru.	San Juan del Sur.	Buffalo Brewing Co.		10
	Amapala.	S F Breweries Ltd.	10	
H Kruger.	Dutch Harbor.	North American Commercial Co	59	
	St George.	"		3
ortland.	St Michael.	Northern Commercial Co.	15	
	Nome.	Crown Distilleries Co.	9	8
	"	Wm Wolff & Co.	6	
	Unalaska.	Alaska Commercial Co.		1
	Honolulu.	"	205	276
	Kahului.	"		100
Total.			672	1,125
Value.				\$13,164

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
Alaska.	North American Commercial Co	4 cs gin, 14 gals alcohol
"	"	7 " ginger ale, 7 cs min water
"	"	2 " cider
"	Hilbert Mercantile Co.	55 gals rum, 1 cs absinthe
"	"	6 cs and 75 gals gin
"	"	4 " syrups, 20 cs min water
"	"	4 " vermouth, 150 gals g ale
"	"	10 " and 50 gals cordials
"	"	1 " bitters, 1 cs kummel
"	"	5 " champagne
"	"	1 " alcohol
"	Goldberg-Bowen Co.	250 cks ginger ale
"	Northern Commercial Co.	7 cs and 63 gals gin, 9 cs bitters
"	Crown Distilleries Co.	3 " and 80 gals rum, 17 cs liquor
"	"	13 " m w, 15 gls g ale, 2 cs syrup
"	"	50 " soda water
British Columbia	American Mercantile Co.	1 " "
"	Gaffney Drayage Co.	19 " fruit juice
"	M Erlanbaeh.	35 " liquors
Central America	E G Lyons Co.	1 " chartreuse, 12 cs m water
"	P J Knudsen.	155 gals vermouth
"	"	5 " "
"	L F Lastreto.	6 cs apple cider
"	Mohns & Mohns.	17 " liquors, 10 cs gin
China.	E G Lyons Co.	33 " liqueurs
"	"	2 bbls g ale, 3 cs min water
"	Mattoon & Co.	8 cs champagne
"	"	3 " liquors
"	Crown Distilleries Co.	12 " fruit juice
"	A C Bolderman.	187 " min water, 32 cs gin
Hawaiian Islands	"	20 " champagne 5 cs vermouth
"	"	7 " cordials, 4 cs liqueurs
"	"	51 gals spirits, 1 cs bitters
"	"	15 " sarsaparilla, 30 gals g ale
"	"	15 cs and 98 gals liquors
"	"	2 " and 1 bbl alcohol
Japan.	Union Distilling Co.	700 " and 34,155 gals alcohol
Mexico.	C D Bunker & Co.	102 " min water, 1 cs ginger ale
"	California Wine Association.	9 " min water
"	Wm Wolff & Co.	14 " liquors, 3 cs champagne
"	Canalizo, Trillanes & Co.	10 " min water
"	L G Sresovich & Co.	3 " " and 2 cs g ale
"	Felix Santallier.	1 " " "
"	Maldonado & Co.	40 " " and 5 cs cider
Philippine Islands	Overland F & T Co.	1 " " "
Other Countries.	John Wightman Jr.	9 hds cider
"	L T Snow & Co.	1 cs gin
Total.		1,770 Packages—35,011 gallons
Value.		\$13,271

A. CORA

436-438 Jackson Street

PACIFIC COAST AGENT
FOR THE WELL-KNOWNVINO
VERMOUTH
CORA

THE OLDEST IN EXISTENCE

G. & L. FRATELLI CORA

ESTABLISHED 1835
IN TURIN, ITALYThe best Vermouth
in the world.
G. & L. CORA
TURIN, ITALYLASH'S BITTERS
Tonic Laxative



IMPORTS OF WINES AND LIQUORS BY SEA.

MAY, 1904.

FROM VICTORIA AND VANCOUVER—Per s.s. "City of Pueblo."

10 cases whisky	Order
3 " wine (from Alaska)	"
35 " whisky	"
25 " gin	"

FROM JAPAN—Per s.s. "Siberia."

200 cases mineral water	Order
-------------------------	-------

FROM LEITH—Per ship "Iquiqui."

200 cases whisky	Order
5 casks "	"
80 cases gin	"

FROM HAMBURG AND WAY PORTS—Per s.s. "Serapis."

25 cases brandy	Hellman Bros
30 " wine	Razetto Fortunato
5 bbls "	"
20 " "	Pascal, Dubedat & Co

Pythinia
NATURAL LAXATIVE WATER

FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
125 % PROFIT HANDLING GOODS
18 McALLISTEN ST. SAN FRANCISCO.

IMPORTS OF BEER.

Hilbert Mercantile Co. (A. B. C.), 780 barrels bottled.
T. W. Collins & Co. (Pabst), 600 casks; The Best Tonic,
450 casks; bulk beer 200 barrels, 150 half barrels, 500 quar-
ter barrels.

Tillmann & Bendel (Anheuser-Busch), 800 barrels, bot-
tled.

Sam Bibb & Co. (Val Blatz), 120 casks beer; 20 casks
Malt Vivine; 50 cases Malt Vivine.

P. J. Weniger (Mayflower), 130 barrels.

Monte Cristo
CHAMPAGNE
EXTRA DRY

(REGISTERED)

THE
ONLY
GENUINE

THIS BRAND IS ONE OF THE
LEADING CHAMPAGNES
USED AT THE ROYAL
COURTS OF ITALY,
GERMANY AND
ENGLAND; IS
ESPECIALLY EN-
DORSED BY DEL-
MONICO, NEW YORK;
PALACE HOTEL, DEL
MONTE, POODLE DOG,
MAISON RICHE MAISON
TORTONI, ETC., S. F.



D. P. ROSSI

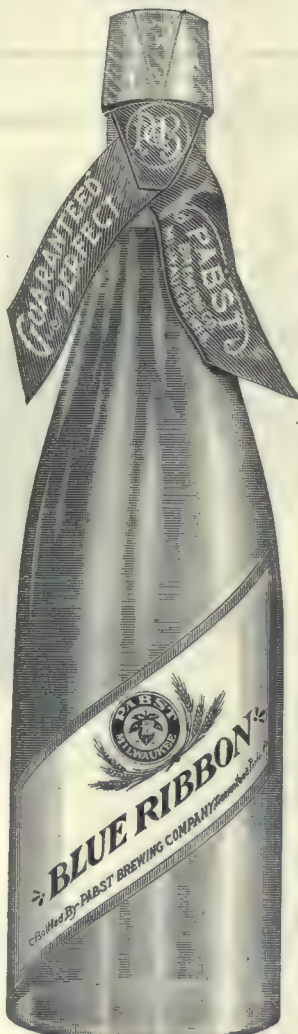
Dogliani, Italy, and
San Francisco

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TELEPHONE MAIN 1209

San Francisco Office: 1400 DUPONT ST.

PABST



Choicest Brew



THOS. W. COLLINS & CO.

GENERAL AGENTS

105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



Most Convenient Bar
Package

SHERWOOD & SHERWOOD

Importers and Exporters

Stocks of our Agency Goods for sale in bond and duty paid at

212-214 MARKET ST., SAN FRANCISCO, CAL.

Telephone Main 447

216 N. MAIN ST., LOS ANGELES, CAL.

Telephone Green 217

PACIFIC COAST AGENTS FOR

SCHLITZ MILWAUKEE BEER

Renowned for Purity and Flavor

SCHRAMSBERGER VINEYARD, The Most Famous in California

"KEYSTONE MONOGRAM RYE" and "OLD SARATOGA"

THE FINEST EASTERN RYE

CALIFORNIA WINES AND BRANDIES IN WOOD

E. & J. BURKE'S Bass's Ale and Dublin Porter (GUINNESS'S EXTRA FOREIGN STOUT, the finest brew).

E. & J. BURKE'S***Irish and Garnkirk Scotch

NEWAR'S Old Highland Scotch Whisky.

KEYSTONE MONOGRAM Whisky.

ASS RATCLIFF & GRETTON, Ltd.—Bass Ale, in Wood.

ROYALTY HOLLAND Gin, in Wood.

ECHENAUER & CO'S Clarets and Sauternes.

A. HOUTMAN & CO'S Holland Gin.

LAWSON'S Liqueur Scotch Whisky.

GLENLIVET Scotch Whisky, in Wood.

JOULE'S Stone Ale, in Hhds. and Hlf. Hhds.

MEINHOLD'S Anchor Brand New York Cider.

HENK WAUKESHA Mineral Water.

EVANS' INDIA Pale Ale.

SHERWOOD ROBIN HOOD, in wood & bottle

MACKENZIE & CO'S Spanish Sherries and Port.

E. & J. BURKE'S Nonpareil Old Tom Gin.

BURKE'S Hennessy Brandy and Dry Gin.

ROSS' Belfast Ginger Ale, Club Soda, Etc.

TRINIDAD BITTERS.

FEIST BROS. & SONS, Frankfort-on-Main. Rhine and Moselle Wines.

Sherwood's Robin Hood, Sherwood's Mascot, Pure Blended Whisky, ready for use.

Canadian Special Rye Whisky (Gooderham & Worts, Limited, Toronto, Canada), Bottled under Government Supervision.

Whiskies, Gin, Brandy, Rum—Imported and Domestic—in bulk and bottled, in bond and free, guaranteed pure.

Re-Imported Whiskies.

E. W. GATES
Pres. and Mgr.

F. CAVAGNARO
Vice-Prest.

A. D. McINTYRE
Sec'y and Treas.

F. CAVAGNARO CO.

Sole Agents for the Celebrated

W. B. BRACE
AND
COLUMBIAN

BOURBON
WHISKIES

IMPORTERS OF THE FINEST WINES AND LIQUORS

Pacific Coast Agents Silurian Mineral Water

Phone Main 5201

544 Clay St., San Francisco, Cal.

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of April, 1904.		Tax Gals.
Produced and bonded		14,201.1
Received from distillery, Fourth District, California.....		2,234.9
Received from special bonded warehouse, Fourth District, California		1,063.9
Transferred from distillery to special bonded warehouse, Eastern districts.....		1,596.0
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....		13,619.1
Exported		27.0
Tax-paid.....		36,965.3
Remaining in bond April 30, 1904.....		1,268,048.2

FOURTH DISTRICT—Month of April, 1904.		Tax Gals.
Produced and bonded in this district.....		9,855.5
Transferred from distillery to special bonded warehouse, First District, California		
Transferred from distillery to special bonded warehouse, Eastern District.....		
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....		2,031.5
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....		
Exported		
Tax-paid.....		6,704.6
Remaining in bond, April 30, 1904.....		No Report

FIRST DISTRICT—Month of April, 1904.		Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....			
Brandy withdrawn from special bonded warehouse for fortification.....			
Brandy actually used for fortification.....			
Wine Gals.			
Port produced.....			} No report.
Sherry produced			
Angelica produced			
Muscat produced.....			
Tokay.....			
Total sweet wine produced in April, 1904.....			

SWEET WINE PRODUCTION

OFFICIAL REPORTS

FOURTH DISTRICT—Month of April, 1904.		Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	91		17,196.50
Brandy withdrawn from special bonded warehouse for fortification	22		1,943.30
Brandy actually used for fortification	118		2,062.50
Wine Gals.			
Port produced.....			17,499.06
Sherry produced.....			58,387.40
Angelica produced.....			
Muscat produced.....			
Tokay.....			
Total sweet wine produced in April, 1904			75,886.46

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER

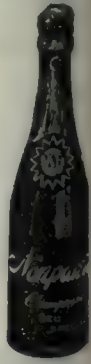


A. FINKE'S WIDOW CHAMPAGNES

809 MONTGOMERY STREET

TELEPHONE RED 161
CABLE ADDRESS: FINKE

San Francisco, Cal.



Big Shipments to the Far North.

THE feature of the export market during May was the opening of sea communication with Alaska and the far north, to which points several very large consignments of liquors were consigned. The Hilbert Mercantile Co., which has a good grasp on the trade of Nome, shipped to that port, by the Portland a big lot of whisky, wine and miscellaneous liquors, the manifest covering three closely written sheets. Amongst the lines of miscellaneous liquors included in this shipment were rum, gin, absinthe, vermouth, mineral water, cordials, bitters, champagne, kumel and ginger ale. By the same steamer the Crown Disilleries also forwarded a heavy consignment of liquors, the whisky portion of which comprised 51 cases and 1,631 gallons. Miscellaneous lines bulked largely in this firm's shipment also. William Wolff & Company and the Italian-Swiss Colony both forwarded goods to Nome by the Portland. The Nome City also cleared for Nome during the month with a fair cargo of liquors. Another northern shipment of big proportions was that made by the North American Commercial Company, per the steamer W. H. Kruger, to the ports of Dutch Harbor, St. George and St. Michael. It included whisky, wine, beer, brandy and miscellaneous liquors.

The total wine exports during May showed some falling off as compared with those of April. The shipments to New York for the month just closed were worth \$97,419, as against \$137,351 in April. To Mexico there was a fall from \$4,568 to \$2,580, to Central America a fall from \$7,532 to \$5,715 and to China from \$1,670 to \$1,296. There was

but little variation in the British Columbian, Hawaiian Island and miscellaneous wine exports. On the other hand, the shipments to Japan increased from \$245 to \$2,719, and to Alaska there was nothing in April as against wine to the value of \$1,685 this month.

Mainly owing to the opening of communication with Alaska, whisky exports jumped from \$20,436 to \$27,383. The beer and brandy exports were also considerably larger than during April. Detailed statements concerning the liquor exports of the month will be found on another page.

Sales In Bulk Act.

The Superior Court for the County of Siskiyou, in the case of William Calkins, plaintiff, vs. Chas. B. Howard et. al., defendants, has declared the five days' notice law, under the provisions of Section 3440 of the Civil Code of California, as amended March 10, 1903, unconstitutional. The amendment in question provided that the entire stock of any merchant could not be sold in bulk without notice having first been filed in the office of the Recorder of the county at least five days previous to the date of the intended sale:

AMERICAN WHISKIES IN BOND.

The quantity of American whiskies and spirits remaining in bond in San Francisco on April 30, 1904, was 194,000 tax gallons.

Douglas, Ariz.—Mr. Reno, of the Butte Co., which is building a \$60,000 brewery here, says the work is moving along nicely. It is expected to begin making beer by July 1st and have it on the market September 1st. The Butte Co. is successfully running several breweries in Montana.

SIERRA CAMPO WINES

California Product—Recognized by Connoisseurs as the Finest California Banquet Wines.

Used Exclusively at Shriners' Banquet. These Wines Given Award in Competition.

RED WINES

ST. JULIEN

BANQUET VIN ROUGE

BURGUNDY ROYAL

WHITE WINES

RIESLING

(Dry)

SAUTERNE

(Dry)

HAUT SAUTERNE

(Sweet Tinge)

BANQUET SAUTERNE

(Dry)

CHATEAU YQUEM

(Sweet Tinge)

Irving's California Apricot Brandy—Pure, Wholesome, Delicious

CALIFORNIA CAMPO WINE, \$5.50 PER CASE.

THE ROSENBLATT CO.

Sole Controllers

717-719-721 Battery St.

SAN FRANCISCO

Milwaukee Correspondence

MILWAUKEE, May 18.—There is no apparent change in conditions here this month over last except, perhaps, the wholesale houses have sold more stock. This is true because there has been an increased demand for wet goods of all kinds. The figures given in the April issue of THE PACIFIC WINE AND SPIRIT REVIEW regarding shipments of sweet and dry wines are looked upon by Milwaukee dealers to prove that this vicinity is getting more California goods this year than in 1903. Several hundred packages of California wines and brandies have arrived thus far in May and orders for more goods are continually going forward.

Of late there has been an increased demand for old brandies and the report that there is a scarcity in the Far West has put a damper on that branch of the trade. It is hoped that some enterprising houses in Frisco will "look again" and see if a considerable quantity cannot be located in their cellars.

Little comment is heard over the restoration of the differential rates which at first seemed would put the Middle West jobbers out of business as far as the Far Western trade was concerned. Of course, it isn't a pleasant thing to have one's profits cut in two, but there is no one in this section going to fight the decision, and this spirit of fairness toward their Western brothers was to be expected. It is felt here that with a differential such as is now established, there should be just as much business for all concerned, and a more equal division of business and profits.

There is quite a trade being worked up in this city in light wines, and California goods are given the preference. The cheap French wines are not cutting much of a figure. Case trade is something that the leading distributors are catering to through the retailers. The wine merchants have been up against a hard proposition in years gone by, as beer is being delivered at the homes by the various breweries for \$1.10 per case of twenty-four pint bottles. This trade has grown so rapidly that the wine men get scarcely any show.

One large grocery store which made a good purchase, recently advertised California wine, twelve bottles in a case, for \$3.60, delivered to the house. The case was made up of three leading brands, four bottles each. It did not take long to clean out the lot, as at the same time the store retailed these brands and others at 35 cents per bottle. The California label was not on the bottles, however; only in the advertisement.

Such low prices as these, while they made other retailers complain vigorously, may be a good thing after all. It permits those with a "beer pocket book and a champagne taste" to indulge to a certain extent. These folks will likely acquire the taste for something better than beer and even if the price next time is higher, they will consider the luxury worth the additional cost.

Just where this job lot of California "second grade" came from is a question, but it is likely from a Chicago house which frequently unloads quantities of wines, etc., on grocery and department stores, much to the disgust of the local retail men and jobbers.

NOTES FROM MILWAUKEE.

Marinette, Wis., is to have a fine new brewery. Gustav Reinke, a wholesale liquor dealer, is forming a company which will have \$150,000 capital stock, and property has already been purchased upon which to build the brewery.

Milwaukee's big breweries are sending large shipments of their products to St. Louis to satisfy the thirst of the sight-seers at the Exposition. The Pabst, Schlitz, Blatz, Miller, Gettleman, Jung, Milwaukee and Cream City breweries all expect that their sales for 1904 will be greatly in excess of 1903.

"These fairs always help swell our sales," said a leading brewer, "but as for profit, I can't just see where we make anything but friends. The cost of our privileges at exhibitions and fairs like this one is very heavy, but we must have our product there, regardless of cost. We are compelled to look at it in the way of costly advertising, rather than a profitable investment.

"At that, I believe in sending out beer wherever there is a call for it. Our product goes to the four corners of the globe, and as the visitors to the St. Louis Fair will be from the four corners, old friends will likely meet again. Our beer will be there, and if visitors from Australia, China, South Africa or Thibet, who have tasted our beer in their native countries, want to taste it again, it will only cost them a nickel a glass."

PRAISE FROM GERMANY.

C. F. Eccardt, one of the best-known and most extensive wine-growers in Germany, has been spending a short vacation in Milwaukee. He is on his way to St. Louis, where he intends to make an exhibit of the product of his vineyards. His son is secretary of the German Imperial Commission to the World's Fair. Herr Eccardt talked entertainingly of the wine industry, and said:

"At the present time I have 2,000,000 grape vines in my vineyards. I have been in the business all my life, having made my first shipment of wine when I was fifteen years old. I am the largest exporter in Germany and the largest shipper of German wines to this country."

According to this big German wine man, considerable wine from the California wineries finds its way into Germany.

"It's just the same as French wine finding a market in America," he said. "When good wine is made, no matter whether it is in California or Hong-Kong, it is bound to find a market wherever the people drink it. I am pleased to say that some of the finest wines made in the world are the products of California and the other Pacific Coast States, and of course California has the name for supplying high grade wines. They also make fine Rhine wines out there, something that I know considerable about.

"While I feel that the Germans have the real art in making wine, I have the greatest respect for the California competition. Too much good wine cannot be made."

Mr. Eccardt hopes to meet many of the California manufacturers while in this country, and may make a trip to California before he starts back to Germany.

W. R. ANDERSON.

SIMON LEVY & CO.

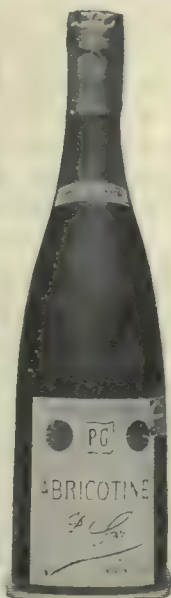
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Hills &
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LONDON

Old Tom
and
Sloe Gin

Dry Gin

Orange
Bitters



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BRANDY,
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SAN FRANCISCO

Plymouth Gin



Dawson's Scotch

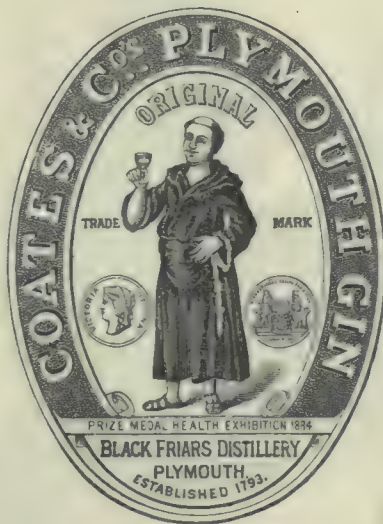


COATES & CO.

Plymouth
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*Sold in Cases Only,
Never in Bulk*



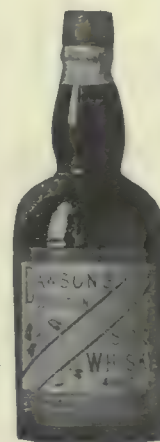
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SAN FRANCISCO

ALONG THE LINE

"Old Kirk."

IF there is one man on the Pacific Coast who knows good whisky it is Mr. Thomas Kirkpatrick, General Manager for A. P. Hotaling & Co., and one of the oldest and best known men in the trade. He has been actively engaged in business here for the past 30 years, and is a familiar figure from one end of the coast to the other. "Old Kirk" whisky was happily named after him. The accompanying picture contains a very good likeness of Mr. Kirkpatrick, and his many friends and acquaintances will be glad to learn that in spite of many years of steady attention to business, "Old Kirk" is as wide-awake and as genial as in his younger days. Mr. John P. Christensen, whose portrait appears at the right, has recently taken up the management of the San Francisco office. The others are Mr. Frederick Hotaling and Mr. Alfred McKinnon, manager of advertising.

"'Old Kirk' is the grandest seller I have ever known in my life," remarked Mr. Kirkpatrick the other day. "I don't know where the business is going to stop. Whenever it touches a town it makes friends, and it has got to touch a good many towns yet. Considering that the brand has been

on the market only about six months, its record is remarkable. This present month, which is not yet ended, has already been the best May the house has had in ten years solely on account of the big sale of 'Old Kirk.' Two of our orders accounted for \$6,000 worth and \$8,000 worth of whisky, the former shipment going to Sacramento."

As a direct result of the demand for "Old Kirk," Hotaling & Co. have been forced to secure additional storage room. The premises at 730 Montgomery Street, which run right through to Jones place, and are therefore immediately at the rear of Hotaling's present warehouse on Jackson Street were purchased during the month. The building covers an area of 25 feet by 130 feet, and consists of two floors and a basement. Steam heaters are to be installed, so that the whisky will be kept in warm storage and thoroughly matured. The new accommodation will enable the firm to carry from 700 to 800 barrels of whisky in continual warm storage. The whole warehouse is to be fitted with patent racks for carrying the barrels. These racks will take all the weight from the walls, and thus increase the carrying capacity of the warehouse.

The *Wholesalers' and Retailers' Review*, in its last issue, says that the editor of the *PACIFIC WINE AND SPIRIT REVIEW* "is well known along the line," but that "his paper and his face are not very widely known to wholesalers and the legitimate trade." Saloon-keepers will not fail to note the inference that, according to the *Wholesalers' and Retailers' Review*, they are engaged in "illegitimate trade." But who is going to stop the liquor if the saloon-keepers do not? However, this statement, like Garland's slot machines, is badly "plugged."



OLD KIRK.

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody**Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH**The YELLOWSTONE SALOON**

MERCHANTS' LUNCH

22 MONTGOMERY STREET

San Francisco, Cal.

Telephone MAIN 1447

Hotel Montrio

Russian River Station

**Sportsmen's
Ideal Resort***Black Bass Fishing
Deer Hunting**Fine Cuisine
Bathing, Boating*

CHAS. F. CARR, Proprietor

GUS MASSEY

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MASSEY'S

201 Powell Street, S. F.

MASSEY'S SPECIAL RYE AND BOURBON

*Safe Deposit Boxes for Accommodation of Patrons.***T. M. FERGUSON****719 MARKET STREET**
SAN FRANCISCO

TELEPHONE MAIN 1830

... WHOLESALE and RETAIL ...

HEADQUARTERS FOR **OLD CROW WHISKEY** IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

WINES, BRANDIES AND WHISKIES

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MT. DIABLO WINE CO., Clayton, Cal.

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ALONG THE LINE

California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

JESSE E. MARKS
President

The Editor Refutes Scurrilous Untruths.

IN the last issue of the *Wholesalers' and Retailers' Review* there are one or two heinous crimes charged against the editor of the PACIFIC WINE AND SPIRIT REVIEW which cannot be passed without some brief comment. It is alleged against him that he at one time held a position on the *San Francisco Daily Call*. In plain language, he is indicted of that dreadful offense. After losing a lot of sleep in the attempt to devise a reply to this charge, the editor has determined that he must plead guilty to the "offense" of having for a number of years acted as reporter on the *Call*, wielder of the "blue pencil" and dramatic editor. He resigned to conduct the REVIEW.

But he would ask a question: "What has this to do with the fact that J. B. Garland, owner of the *Wholesalers' and Retailers' Review*, has been convicted by a court of law of operating a slot machine, in defiance of the statutes, so plugged that it is almost impossible for the public to ever win?"

Again, it is asserted that the editor of the PACIFIC WINE AND SPIRIT REVIEW—the wicked, abandoned man—is "well known along the line." The unfortunate editor is caught again. He cannot deny the truth of the accusation, and must once more admit his guilt. Incidentally, he might mention that among the saloon men of this town he numbers some of his personal friends. He is not ashamed to be seen in the company of those men, and those men are not ashamed to be seen in his company. Can as much be said by J. B. Garland, the plugged slot-machine man?

But, once again, it may be asked, what earthly connection has all this to do with the fact that Garland has been convicted by a court of law of operating a slot machine that was not only in defiance of the law, but "plugged."?

A third allegation made against the editor of the PACIFIC WINE AND SPIRIT REVIEW is that he bought three slot machines on the installment plan and that his "principal source of income" vanished when the Police Commissioners forbade slot machines in San Francisco saloons. Without any beating about the bush, it simply has to be said that this is a bald and malicious lie—a paltry fabrication by the man who has himself been convicted not of the comparatively small offense of possessing slot machines,

but of the crooked trick of operating machines so plugged that the public cannot secure fair play.

The editor of the PACIFIC WINE AND SPIRIT REVIEW does not now possess—nor did he ever possess—a cent's worth of interest in a slot machine. So much for an unmitigated lie—the only word that fits the case.

In passing, the editor of the REVIEW would disclaim any "sudden virtuous indignation" concerning slot machines. He has never written a line against the fair slot machine. They are capable of being honestly conducted by honest men, and there are many honest men who like to play them. But when it comes to operating "plugged" machines, that is another story. The editor of the PACIFIC WINE AND SPIRIT REVIEW, unlike the editor of the Garland paper, holds such robbing devices in the utmost abhorrence.

This journal had never a word to say about Garland's slot machine enterprise until a paragraph appeared in the *San Francisco Bulletin* stating that J. B. Garland, editor of the *Wine and Spirit Review*, had been convicted of operating slot machines. This was plainly an attempt to plaster this paper with some of the dirt which Garland found himself so unpleasantly covered with. During this month we have taken the trouble to investigate the strange fact that the discredited name of J. B. Garland should have been associated with the name of a paper so closely resembling that of the WINE AND SPIRIT REVIEW.

This is the result of the investigation: Garland himself stated that he was the editor of the WINE AND SPIRIT REVIEW. Mr. Boyd, the District Attorney of Marin County, has informed a representative of the PACIFIC WINE AND SPIRIT REVIEW that Garland stated to him that he was the editor of the WINE AND SPIRIT REVIEW. When Garland did so he lied, with the double purpose of covering up his own identity and of besmattering this journal with the infamy of his own wrong-doing. But never did a crooked scheme more completely "gang aley."

The PACIFIC WINE AND SPIRIT REVIEW referred to the matter in its last issue, with the single aim of making it plain to its readers that no man by the name of Garland has any connection with it. Having succeeded in its object the REVIEW now proposes to drop the subject for good and all. We absolutely decline to enter the lists against Garland in a campaign of lying personal abuse.

To Curb Police Commission's Power.

THE Board of Supervisors has under consideration a new ordinance, introduced by Supervisor Hocks, dealing with the liquor trade. It provides, amongst other things, that an appeal may be taken to the Board of Supervisors from the Police Commissioners, when the latter refuse "to grant" a permit to sell liquors to any reputable applicant. It is to be hoped that the ordinance will become law, and that it will pass the legal test. In the past, the Police Commissioners have frequently treated applicants for licenses in a very arbitrary manner, refusing applications for little or no reason. Supervisor Hocks is introducing the ordinance at the request of the California Liquor Dealers' Association. It is simply designed to give all applicants for liquor licenses a fair deal, which they have not had in the past. The section of the new ordinance which makes the alteration reads:

"Provided, however, that if the Board of Police Commissioners shall refuse to grant any such permit, an appeal may be taken from such ruling to the Board of Supervisors, and if in the judgment of the Board of Supervisors the said license should be issued, they shall authorize the Tax Collector to issue such license; and provided further, that upon conviction of a felony or of a violation of any law pertaining to the sale of liquor, any permit and the license issued thereon shall be revoked."

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

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Honorable Dealing**

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OF THE CELEBRATED

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CARTAN McCARTHY & Co.

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WAREHOUSE
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Ten cents straight

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IMPORTERS AND WHOLESALE
WINE & LIQUOR
SOLE AGENTS FOR
PHOENIX OLD BOURBON
MERCHANTS
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San Francisco.

HENRY BRUNE,
WILLIAM ALFS.



Aquavit—Jorgen B. Lysholm, Thronhjelm, Norway, Mfr.
Swedish Punch—Axel Bagge & Co., Göteborg, Sweden, Mfrs.
Swedish Rent Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.

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ALONG THE LINE

Dipsea Inn Resort at Bolinas Beach.

ONE of the best, healthiest and most strictly conducted resorts near San Francisco is the Dipsea Inn and Tent City, situated on the famous Bolinas Beach. It is within two hours of the city, via the Sausalito Ferry, the North Shore and Mount Tamalpais Railroads, and the stage-coach. Being within such convenient distance of San Francisco, it furnishes a first-class opportunity for business men who wish to provide a summer vacation for themselves and families at moderate prices, without being under the necessity of abandoning their business for the time being. It is quite possible for them to be with their families at the Beach every day and still attend to their business in the city. The Dipsea Inn and Tent City has a distinct advantage over many other resorts in that the charges are distinctly moderate, while the service is of the very best. About the beauties and climatic advantages of the Bolinas Beach it is scarcely necessary to say anything, so well known are they. The safest surf bathing is to be enjoyed all the year round, and fishing and boating are always possible. The hotel is open throughout the whole year, and first-class refreshments are obtainable at all times. Tents may be rented either with or without board. Mountain spring water, clear as crystal, is piped to the beach. All further particulars may be obtained from the proprietors, W. Neumann & Co., 501-505 Market Street, San Francisco.

A WHOLESALE liquor firm that is rapidly extending the area of territory covered, and, concurrently, the volume of business transacted, is Treadwell & Co., of 111 Sacramento Street. The specialty of the company is the Treadwell whisky, for which there is an increasing demand. But while, naturally enough, the Treadwell brand is pushed most vigorously, the other lines of whisky distributed by this firm account for a large proportion of the business. These comprise Old Phil Lacy Whisky, Live

Oak Whisky, Runnymede Rye, Old Orkney 00 Scotch Whisky and J. J. McConnell Irish Whisky. Treadwell & Co. have recently secured the agency for Perrier-Jouet Champagne, and they find it a fine seller. Coates & Co's Original Plymouth Gin is also in good demand. Treadwell & Co. report that May was a good month for business both in the city and country. All the salesmen are sending in numerous orders. W. F. Nap returned from Oregon and other northern states towards the end of the month with enough orders to keep the shippers busy for some time. The traveller in southern California, J. J. Stack, also succeeded in securing a lot of new trade.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,
R. M. WOOD, Editor.

San Francisco, Cal.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

J. J. HANLEY, Secretary

Proprietors Claiemoor Whiskies

Telephone Main 1807

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ALONG THE LINE

A. C. Dibble, of the Lacey, opposite the Palace Hotel, is making some very striking changes in that elegant establishment. The ceilings of the bar, dining and lounging rooms are to be redecorated and embellished so that the former patrons may have difficulty in recognizing the place. The chief ornament is to be a magnificent chandelier, specially designed for the Lacey, to which there will be no superior in grace and beauty in the city. Another important improvement will be the lengthening of the bar. This is made necessary by the expansion of the business of the house. In its present form the Lacey is one of the most splendid saloons on this side of the continent, and is well worth going far to see, to say nothing of the high excellence of the goods served.

Rome Harris, 133 Montgomery street, to whom all roads lead, is doing a handsome business, and is steadily improving upon the well-established trade. At this season he finds business still better than at the same time last year.

Eddie Baker, one of the best-known men in the white coat brigade the line, has gone to Santa Cruz to take charge of the Sea Beach Hotel. Eddie is highly popular at this famous resort as well as in San Francisco, and will be given a hearty welcome on his return.

P. W. Wobber, of the Chronicle Bar, has spent several weeks at a magnificent fruit ranch at Sunol. His orchards are bearing finely this year and, barring accidents, he will realize rich returns therefrom. Business at the Chronicle Bar is in charge of his son, Hugo, who reports trade very good, with no signs of falling off.

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Apricot
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Pear
Blackberry
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Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

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THAT'S—ALL—WHISKEY

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317-319 Front Street
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Phone Main 5041

ALONG THE LINE

A Great and Magnificent Cafe.

ABOUT the end of the present year there will be opened in San Francisco a cafe that will equal, if not exceed, anything in America. The whole of the ground floor of the Flood building, the great structure that is approaching completion on the corner of Powell and Market Streets, has been secured for the purpose by a close corporation of seven local men. Mr. B. D. Pike, of B. D. Pike & Co., is the president, Mr. John Tait, caterer of the Pacific Union Club, manager, and Mr. J. W. Jellett, who is an attorney, the secretary.

Some idea of the magnitude of the plans decided upon by the company may be gathered from the fact that the expenditure will amount to \$150,000 before the cafe opens. In many respects it will be patterned on the best restaurants in the different capitals of the world. But there will also be introduced a number of novel features which will distinguish the place from any other cafe. Just what these features are the projectors of the scheme decline to say, for the reason that they do not want to be forestalled by the houses which may open in San Francisco in the meanwhile.

Mr. B. D. Pike, the president of the company, informed a representative of the PACIFIC WINE AND SPIRIT REVIEW a few days ago that the intention is to make the cafe one of the features of the city. It will be known as Tait's. The ground floor of the Flood building furnishes the immense area of 30,000 square feet. This will enable the company to make arrangements for seating from 1200 to 1500 customers at one time—or treble the accommodations of any other San Francisco restaurant. No fewer than 125 waiters will be employed.

The fittings and general equipment are to be on the most lavish scale. The linen has been ordered from Ireland, the chairs from Vienna, the crockery from England and the glassware from Bohemia, through local agents, in competition. Mr. Tait, the manager, will leave for the East in July to pick up the very latest "pointers" in the management and conduct of an establishment of this kind.

The statement has been published that Mr. Fred Pabst, the Milwaukee brewer, is the moving factor in connection with the new cafe. Mr. Pike states that Mr. Pabst has nothing to do with the cafe.

Jerome Bassity, of the "1102" Market and Turk streets, is on the sunny side of Prosperous street these days, for things are coming his way in a very satisfactory manner. He has built up a fine growing trade of the best class in that section of the city and has a very profitable business. For some time past Mr. Bassity has been interested in developing a gold mine in Plumas County. During the month he sold this property for \$35,000, about half of that amount being clear profit to him. The name of the mine is "The Needed Wealth," and "Jerry" says the title is a misnomer.

Bob Kern, of the Bouquet Bar, 534 Market street, finds business "good, very good, and it holds up surprisingly well." The general rule for business to fall off at this season of the year, but there has been no decline at this busy resort. The Bouquet being located in the very heart of the city, opposite the Palace Hotel, naturally has special advantages, and in addition to this, Bob Kern is one of the ablest managers in the whole big city.

S. J. Holliday, more familiarly known as "Jack" Holliday, who has for nine years been in the employ of Tom Ferguson of 719 Market street, has, much to the regret of the latter, resigned. The young man has accepted the position of manager of a swell bar and cafe at the popular seaside resort, Capitola, in Santa Cruz County. Holliday is one of the best liked men in the business and knows the game thoroughly, so there is no doubt that he will meet with success. He will certainly be missed by travelers on the line.

Harry Adler, proprietor of the Davy Crockett, 842 Market street, has returned, with his family, from a two weeks' vacation at Byron Spring. He claims to be feeling like a two-year-old, and he certainly looks the part. In the meantime the Davy Crockett is doing an excellent business notwithstanding the quiet times, and Mr. Adler looks for a fine business year.



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125% PROFIT HANDLING GOODS
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LEIDESDORFF ST., COR. HALLECK,
SAN FRANCISCO.

ALONG THE LINE

A Great Laxative Water.

THE Santa Barbara Mineral Water Company is vigorously pushing the sale of the well-known Bythinia water. The company changed hands a couple of months ago, and the new management has already demonstrated that it is progressive and energetic. Bythinia is, without doubt, one of the best medicinal mineral waters on the market. It is an admirable laxative, and for indisposition after a night out is unsurpassed, one glass relieving the most aggravated case. It is an absolutely natural water, bottled at the mineral springs at Santa Barbara. Under the stimulus of the campaign being carried on by the new management, the demand for Bythinia is constantly increasing. Particular attention is being paid to the bar trade, and to-day it is one of the most popular waters in the saloons of San Francisco. In the southern portion of the State, the water is being distributed with the assistance of Mr. Shaw, the well known liquor man of Los Angeles. The representative of the company in the south is Mr. R. E. Connelly. The water is being put up in the form of splits for Los Angeles, and it has taken very well in this form down there; but for bar use there is more profit in the quart bottles.

The Man Who Quails.

The man who fails is the man who quails
When he sees Dame Trouble appear,
And foolishly frets and weakly lets
Her lead him around by the ear.

The man who wins kicks fate on the shins
Whenever she gets in his way—
Flings woe from the track and never turns back
To hear what she has to say.

S. E. Kiser.

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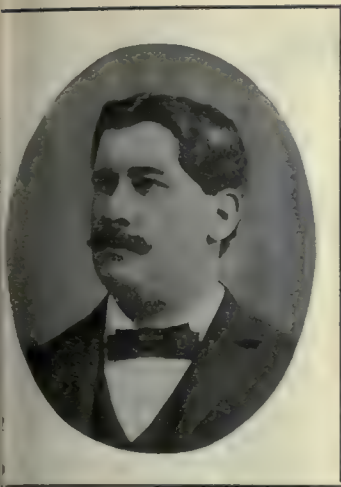
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EXTRA PALE
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A WESTERN PRODUCT



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Cafe . . .**

The
1102
3

Jerome Bassity
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1102
Market Street and
1 Turk Street
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Come and try our Wonderful Champoreau—A Grand Bracer

The **Celebrated
Champoreau**

**FINE WINES,
LIQUORS AND
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HOT LUNCH AT 8 A. M.

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BAR SUPPLIES with
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LIQUORS

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THE BUFFALO HOTEL

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CALIFORNIA

CHARLES FUETSCH, Proprietor

FIRST-CLASS BAR
FAMOUS CHOWDER AND LUNCHES

LOCATED OVER THE WATER
FINE MARINE VIEW
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TYROLER HALLE

Opposite
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219 Second Street Tehama Street
SAN FRANCISCO, CAL. Corner

Fine Wines, Beers, Liquors
and Cigars

CHARLES FUETSCH, Proprietor

ALONG THE LINE

Persecuting "The Turtle."

THE attitude of the Police Commission toward the bar and restaurant known as "The Turtle," at Powell and Geary streets, is nothing less than persecution. The proprietors were originally granted a license to conduct the place as a bar and restaurant, but at the end of six months the Commissioners revoked the permit on the ground that the Board had long ago agreed to grant no more licenses to do business on Union Square. That this was only a cheap subterfuge is shown by the fact that when the management of the St. Francis Hotel wanted a license to conduct a saloon on their premises on this same square, the permission was readily granted. There were too much money and influence behind the hotel people for Messrs. Howell and Hutton, the anti-saloon members of the Commission, to defy, and they stultified themselves and showed their unfairness when they turned tail on the Union Square proposition. We would like to ask the honorable Commissioners how they can, with any degree of consistency, occupy this remarkable position.

The Turtle is one of the most magnificent places of the kind in the city, is as carefully and properly conducted as is the St. Francis, its owners have thousands of dollars invested in the business, but the two Commissioners mentioned seem bent upon ruining them. There is a tie vote in the board on the question of issuing a license to this place and the cafe has been conducted without the bar license. The latest move on the part of the police is to arrest the barkeeper on the charge of selling liquor without a license and force the owners to put up bonds for their man.

The public are not with the Commissioners in this matter, because the people stand for fair play, while the officials in question are in the position of rank persecutors. However, the day of reckoning is not far distant, and when they are finally kicked from the Commission into oblivion, we trust the Mayor will select fair-minded men—men who will sit as judges, and not be actuated by prejudice, bias or ulterior motives.

Martin's old-established restaurant and grill, at 621 Merchant street, is now conducted by Emil Bonini, who has purchased his partner's interest. The business has been enlarged. Gentlemanly waiters will be found in attendance and an imported Italian cook will tickle the palates of patrons. Prices are good and the cuisine all that can be desired.

The Yellowstone, of 22 Montgomery street, is one of the fortunate houses in the city that never has occasion to complain of dull trade. Business at this famous bar continues exceptionally healthy, and the usual large force of mixologists is kept busy catering to the wants of thirsty patrons.

The Wild Peach Bitters Company has opened offices and a laboratory at 322 Seventh Street, San Francisco. Its product is a pleasant and harmless laxative tonic bitters. The name and trade mark are being patented, and the company is now placing agencies in Pacific Coast cities and towns as well as in the East.

Miss Olga Wagner, daughter of E. L. Wagner, the well-known proprietor of The Press, 15 Third street, bids fair to attain fame as a vocalist. At the song recital given by the pupils of Fraulein Lotte Siegel, in Steinway Hall, on the 13th inst., Miss Wagner scored one of the principal successes of the evening. Her cultured and artistically managed voice was heard to distinct advantage in these four items: Song of Margaretha from the "Trumpeter of Sakingen" (Riedel); "Er ist gekommen" (Franz); "Bolero" (Dessauer); "Lenz"—Spring (Hildach). Miss Wagner had to respond to a well-deserved encore.

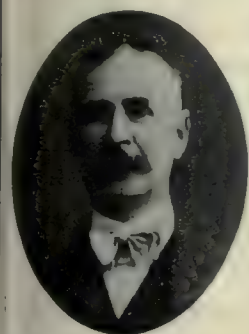


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103 POWELL STREET

Pacific Coast Agents

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—THE DAVY CROCKETT—

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SAN FRANCISCO'S MOST POPULAR SALOON

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The Press

FINE WINES AND LIQUORS

Steam Beer and Lager on Draught

E. L. WAGNER, PROP.

15 Third Street

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TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1853

Bank Exchange

South-East Cor. Montgomery and Washington Sts.

IMPORTER OF

Famous Old Campbelltown SCOTCH WHISKY

Pisco de Italia, Madeira Wine

Sazerac de Forge & Sons Brandy

DUNCAN NICOL

Merchants' Tavern



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WINES AND LIQUORS

Special Merchants' Lunch

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BRETT'S CAFE, OYSTER AND GRILL ROOM

310 MONTGOMERY STREET

OPEN FROM 8 A. M. TO 9 P. M.

**CHOICEST WINES
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FRED E. BRETT
PROPRIETOR

PHONE 5855

QUALITY,
SERVICES AND
PRICES
RIGHT

"NOTHING TOO GOOD
FOR YOU"

BOB WELLS

FORMERLY WITH
WHEELAND & COLLINS

ALONG THE LINE

Frank Doran, the Adonis of the white-coat brigade of this city and the star at the Davy Crockett, is away on his usual summer outing. This season he will spend three weeks at the Kennedy mine, on Sutter Creek, in Amador County. Last year he showed them how to shoot fish at Catalina Island and broke all records in the matter of shattering that Commandment which pertains to truth-telling. Now that he has taken himself to the tall timber to "show" the mountaineers, we expect to hear some fierce accounts of his bloodless encounters with the mighty beasts which roam the high Sierras; also to have our larder well supplied with game and fish during his absence.

Phil De Martini, of the El Dorado, Montgomery and Sacramento streets, carries one of the largest stocks of whiskies of any retailer in the city. His latest addition is five barrels of the famous old R. B. Hayden whiskey, of which Charles Meinecke & Co. are the Pacific Coast agents. De Martini's cellar stock includes forty barrels, without reference to his long line of liquors in glass—enough for an ordinary small wholesale house.

The Mint Restaurant, at 605 Commercial street, continues to enjoy a growing patronage of the best class in the city. Aside from the excellence of the cuisine, the bar furnishes its patrons with the very best that the market affords in the way of liquid refreshment. It is understood that within a comparatively short time a handsome modern two-story building will be erected on the present site for the accommodation of this popular resort.



JESSE MOORE A A WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

**DISTILLERS AND
WHOLESALE LIQUOR DEALERS**

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

John C. Knobloch, who was for several years located at 550 Clay street in the retail business, has opened a handsome saloon at 410 California street, opposite the new Merchants' Exchange building. The place is known as the Merchants' Tavern and is most artistically outfitted, Mr. Knobloch having shown unusual good taste in the selection of the fittings and the decorations generally. The Merchants' Tavern makes a specialty of the finest wines and liquors, and an excellent merchants' lunch is served each day, from 11 A. M. till 2 P. M. The opening of the new place was auspicious, the business having paid from the start. Under Mr. Knobloch's able management the Merchants' Tavern is destined to become one of the most valuable bars in that section of the city. He is to be congratulated.

The work of remodeling the Sherman Block, on Clay and Montgomery streets, in which the F. Cavagnaro Company occupy nearly the whole lower floor space, is progressing rapidly. The bar, which is to be one of the finest in the city, will be located in the corner store, and the balance of the floor space will be devoted to general offices and the wholesale trade. The new quarters are to be ready for occupancy about August 1st.

J. Soulages, the well-known wholesale and retail liquor-dealer, at 618 Sacramento street, is a disconsolate "grass widower" these days, owing to the fact that Mrs. Soulages is visiting her old home in France. Mr. Soulages received, a few days ago, a letter from his wife, in which she said that her old home country was all right, but she was very homesick to get back to San Francisco. Mr. Soulages finds his general business good and growing.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

J. F. PLUMEL

31 Eddy Street

Formerly 18 Stockton Street



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FINE BRANDIES

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Tropical and Domestic Fruits

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Gilt Edge Whiskies

29 and 31 Battery St.

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Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

Napa, Cal.

The New Manhattan

GEORGE ZIEGLER, Prop.

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311 Battery St., Cor. Commercial

SAN FRANCISCO, CAL.

Loveland Rye, 46 Years Old

ROSSI & CORDANO

Foreign and Domestic

Wines, Liquors and Cigars

DEPOT OF

Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O. P. S. Id. Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A. H. Gin, Bachu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet Branca, Italian Vermouth, French Vermouth

Telephone Black 3713

208 Washington St., E. Front and Barb. San Francisco

Telephone Drumm 45

PH. DE MARTINI

El Dorado



Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.
SAN FRANCISCO

Retailers Ask For Stricter Supervision.

THE prohibition crank, be he a writer or a speaker, spends a great deal of his valuable time drawing imaginary pictures, which, if true, would prove that every saloon keeper and everybody else connected with the liquor trade are interested in surrounding the conduct of the trade with lax and immoral conditions. How utterly absurd and untrue this is, is quite well known to all who have the slightest knowledge of the real facts of the case. But it suits the book of the temperance people to go on asserting that the saloon keeper is the champion of lawlessness, and of course it must happen that there are some people, having no means of getting at the facts for themselves, who believe such visionary tales.

It is because of this that the action of the Chico, California, committee of the Royal Arch, is not only worthy of commendation for itself, but is calculated to be of distinct value in removing in some degree the misapprehension that many people labor under in their view of the trade generally. That committee is moving in favor of a more stringent measure governing the liquor business. It is sought to limit the number of licenses, to limit the age of frequenters of saloons, to abolish rear and private entrances and to have more thorough police supervision.

Surely action like this, initiated by the liquor men themselves proves, that the trade, generally, does not fear the strictest supervision along legitimate lines.

The Examiner's Peculiar Antics.

READERS of the Examiner must have been somewhat surprised when they found in their paper of May 9th about a third of a page devoted to the defense of the army canteen. For years the *Examiner* has been the avowed and unscrupulous enemy of the liquor trade. Both retailers and wholesalers have been assailed in the columns of that journal with vilification and abuse, and brutally coarse cartoons libelling everybody connected with the trade have often been published. Against the army canteen the most decided opinions have been expressed. Why, then, this sudden volte-face? the astonished regular reader must have asked.

The explanation is not far to seek. When the *Examiner* was attacking the liquor trade its owner, that superb self-advertiser, William Randolph Hearst, was not in politics. To-day he represents a New York tenderloin district in Congress, and with astounding effrontery is seeking the Democratic nomination for the Presidency. Votes become necessary—so necessary, indeed, that he thinks nothing of swallowing the views he has so often vociferated from his journals in the vain attempt to win those votes. The blatant insincerity of his abusive opposition to the liquor trade is laid bare, and the unscrupulous newspaper proprietor shows that he is ready to hold any views, or drop any views, as it may suit his card. His miserable trick exposes him as a politician of the shifty ward-heeler type.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne



At the Palace of King Edward VII
and of H. R. H. the Prince of Wales

Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

429-431 Battery Street, - - San Francisco
Phone Main 1507

M. A. TUTTICH

J. C. WARREN

TUTTICH & WARREN BAR

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San Francisco

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THE KING OF

WHISKIES & BOURBON AND RYE

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(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



GARLAND'S "PLUGGED" SLOT MACHINES

"Bread of deceit is sweet to a man; but afterwards his mouth shall be filled with gravel."

FROM "SAN FRANCISCO EXAMINER" OF APRIL 27th

MARIN AUTHORITIES LEARN THE TRUE INWARDNESS.

Confiscated Machines Broken Open, and the Mechanism Reveals Contrivances Which Make It Impossible to Win.

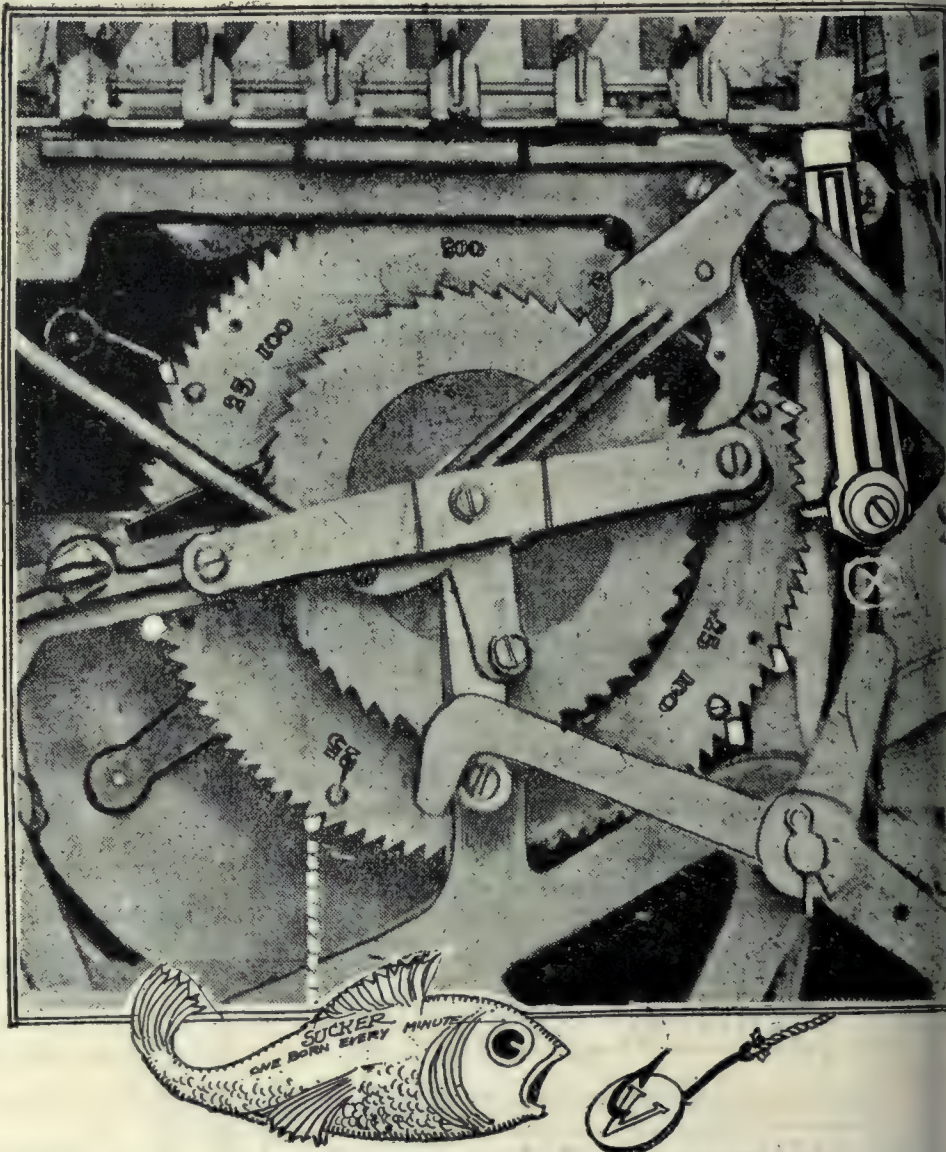
SAN RAFAEL, April 26.—District Attorney Boyd to-day continued his examination of the numerous slot machines confiscated by him during the recent raids in various portions of the county. Having discovered last Monday that the mechanism of one of the machines owned by J. B. Garland was "doctored" in such a manner as to make it almost impossible for a player to win, the District Attorney was curious to learn whether other machines were similarly constructed.

Selecting at random one of the machines stored in the Courthouse, Boyd to-day minutely examined the mechanism and established the following facts:

The machine, which is one of the "Dewey" type, is fitted with a racket wheel so constructed that, at the option of the owner, the machine can be made absolutely non-paying. Opposite each of the teeth corresponding to a prize, ranging from \$2 to 25 cents, the manufacturers have appended a movable clog, which, at will, can be so placed that the wheel cannot stop at that particular point. The accompanying illustration shows a number of these clogs in position, while at other points can be seen the holes into which other clogs can be inserted, but which, on this machine, have been turned back so as to allow the gambler to win.

The investigation of the District Attorney has demonstrated that the manufacturers are turning out "crooked machines," which, beyond possessing the normal "percentage" advantage of an honestly operated mechanism, enable the owners to rob the public with the same ease as that with which a pickpocket relieves the sky-staring Reuben of his watch and chain.

[The J. B. Garland referred to in the foregoing is the editor and publisher of the "Wholesalers' and Retailers' Review."]



Photograph of the internal machinery of the "regulated" slot machine submitted in evidence before a Marin County Court. It will be seen that the teeth of the wheel carrying the prizes, ranging from 25 cents to \$2, are fitted with adjustable plugs. These plugs are regulated by wires attached to indicators on the back of the machine. If patrons complain about the scarcity of prizes above the ten cent limit it is easy to adjust the plugs so that a suitable reward will come once or twice a week. The machines are evidently made with the idea of enabling the owner to swindle his patrons. The cross indicates the position of the wedge that stops the wheel. It will be seen that this wedge cannot stop the wheel so that a high prize will register unless the plugs are removed from the teeth.

CHARLES CARPY, Pres.

ARTHUR LEGALLET, Vice-Pres.

LEON BOCQUERAZ, Sec'y

JOHN GINTY, Cashier

M. GIRARD, Ass't Cashier

French-American Bank

French Savings Bank

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Capital Paid in \$600,000

TOTAL RESOURCES

\$5,525,000

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Center of business district. Convenient to all car lines.

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Army and Navy Headquarters

CHAS. NEWMAN Co. Props.



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619 and 621 Washington St.
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TELEPHONE BLACK 1543

Regular Italian Dinner served in the best of style.
Service a la Carte. Private Banquet Rooms.
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First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME Italian and French
A Specialty Cuisine

619 Montgomery St., San Francisco

POLLEDRO & CROCE, Proprietors

"THE MINT"

605 COMMERCIAL STREET, SAN FRANCISCO

SAN FRANCISCO'S OLDEST AND MOST UNIQUE
RESTAURANT

WELL KNOWN TO ALL BON VIVANTS. BEST LUNCH IN THE
CITY FOR BUSINESS MEN. "THE MINT" DINNER HAS NO
RIVAL. HAVE YOU TRIED "THE MINT COCKTAIL," THE
NEW YORK CRAZE? STOP AT "THE MINT" ON YOUR WAY
HOME AND TRY ONE.

R. RIEGO,

MANAGER

TELEPHONE MAIN 786



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty
Extra Pale Lager and Sharp Cool Steam Beer on Draught A FINE LUNCH
SERVED

KISTENMACHER BROS., Props.

J. B. Garland Pays Heavy Fine.

AT Novato, on May 5th, J. B. Garland, proprietor of the *Wholesalers' and Retailers' Review*, of San Francisco, who had previously been convicted of operating nickel-in-the-slot machines in Marin County (such machines being so plugged that it was impossible for any one to get fair play), was ordered by Judge Dahl to pay a fine of \$386, the alternative being imprisonment in the County Jail. Garland himself was not present, being represented by his attorney, Mr. Martinelli of San Rafael.

Mr. Martinelli stated to the court that the defendant was unable to be present by reason of sickness, having been confined to his couch for nearly a week.

"I have answered for him," said Martinelli, "and if the District Attorney is satisfied, I will waive any and all objection that may be taken to the passing of sentence in his absence."

District Attorney Boyd said that May 5th was the day appointed for the passing of sentence, and it was at Garland's request that sentence was postponed until that time. As Garland was not present he would ask the court to pass sentence in defendant's absence.

Judge Dahl inquired whether there was anything to be said for the defendant.

"Nothing at all," answered Attorney Martinelli. "I have no motion to make, either for a new trial or for arrest of judgment. There is no objection to sentence being passed in Mr. Garland's absence, and I know that your Honor will deal with him fairly and honestly under the circumstances."

District Attorney Boyd said that he had had the County Clerk figure out what the prosecution had cost the county. He found that the county had been put to an expenditure of \$386. As Garland had agreed not to operate the gambling devices any more in Marin County, Boyd asked that the fine be fixed at \$386, with the alternative of imprisonment in case the money was not paid.

Judge Dahl: "The order of this court is that J. B. Garland be fined \$386, or in lieu thereof, that he be confined in the County Jail."

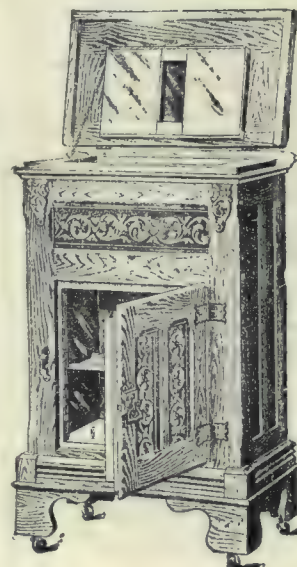
On the application of the District Attorney, the court ordered the issue of a bench warrant for the arrest of Garland in the event of the fine not being paid.

The fine was paid the following day and Garland thus escaped jail.

The Marin County authorities had a number of other cases against Garland, and it would have cost the convicted slot-machine operator a small fortune or a long term in

jail had he been fined in respect of each one of them the same sum that the Novato Justice ordered him to pay. But one experience of the kind was enough for this remarkable "trade journalist." He promised Mr. Boyd, the District Attorney, that he would remove all his plugged gambling devices from the county if the attorney would only hold his hand. On this condition Boyd, having succeeded in convicting Garland of operating and drawing profits from an illegal machine, agreed to withdraw the other cases against Garland. Having cleared the county of such a pest, he had no reason for proceeding further. Garland's idle plugged machines either have been removed from Marin County or will be removed before very long. Where will they go next?

ALASKA REFRIGERATORS and ICE BOXES



Oak Grained,
Solid Ash,
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Crystal-Glass Lined,
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FOR
Household,
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The ALASKA WILL KEEP PROVISIONS LONGER, and use LESS ICE than any other Refrigerator in the Market The largest stock and greatest variety on the Pacific Coast.

W. W. MONTAGUE & CO.
SAN FRANCISCO



BARRETT CO.,



43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL.

Wine Men do not Advertise.

A WORD to the wise. At the banquet of the advertising men of San Francisco, held at the Poodle Dog during the month, some sentiments were given expression by Mr. G. C. Barnhart of Barnhart & Swasey that the wine men of this State might ponder over with profit. Speaking of the want of effective advertising, Mr. Barnhart said: "You can find the popular advertised brands of beer in every cafe, bar and grill in America. But tell me one brand of California wine that is sold in 10 per cent of the places in which it should be the leader throughout the United States. There is no question about the quality of good California wines, but our wine industry needs a campaign of advertising."

NEVADA SULPHUR Co.

GUARANTEED

THE PUREST

AND FINEST

SULPHUR IN

THE WORLD

SULPHUR



HORSESHOE
POWDERED

HORSESHOE PEA

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**OLIVINA IDEAL
VINTAGES.**



Cabernet
BOTTLED AT THE OLIVINA VAULTS.

Julius Paul Smith.
GROWER.

Livermore!

NEW YORK OFFICE AND VAULTS,
65 & 67 DUANE ST.

California

Correspondence Solicited for Wines in Glass or Wood, by
JULIUS PAUL SMITH, LIVERMORE, CALIFORNIA

*What was it
then, that
won him
friends 'twas
Rainier
the
BEST OF ALL*

John Rapp & Son
AGENTS
Opp. 8th and Townsend Sts.
SAN FRANCISCO

TOULOUSE & DELORIEUX,
COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

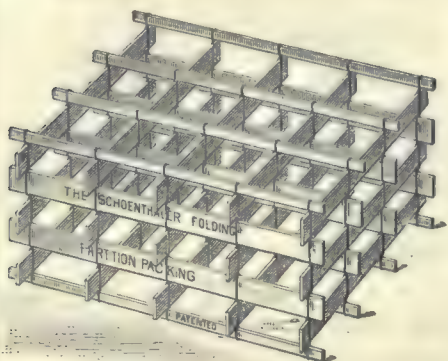
CONTINUOUS WINE PRESS
CRUSHERS AND STEMMERS
MUST PUMPS AND
EVERY REQUISITE FOR THE WINERY

GOLD MEDALS.
CALIFORNIA STATE AGRICULTURAL SOCIETY
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BEST WINE & CIDER PRESS
1890
PREMIUM AWARDED TO
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FOR THE BEST WINE & FRUIT PRESS
MICHAEL EXHIBITION SAN FRANCISCO

620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

BOTTLE PACKING PARTITIONS



THE VERY BEST FOR

Bottles and Flasks

All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions, or
We Can Supply You Direct.
Write Us.
Samples at Our Expense.

SCHOENTHALER M'F'G. CO. ST. LOUIS, MO.

Wine Bill Not Moribund.

CONGRESSMAN BELL affirms that his wine bill is very much alive and that its prospects for enactment were never better. The measure has been shelved for this session, however. Notwithstanding the antagonistic attitude maintained toward the bill by the San Joaquin Viticultural Association, the measure is approved by many wine-makers of the State.—*Ex.*

A cablegram from Madrid is to the effect that advices from Xeres say that on the question of the success of the California grapevines introduced into the sherry wine vineyards several years ago rests the future of the sherry wine industry at that point. If Xeres is compelled to retire from the field, California will take its place in the production of this wine. The output of sherry wine at Xeres last year was 445,848 gallons, as against 6,000,000 gallons in 1890.—*California Fruit Grower.*

One of the most interesting exhibits at the St. Louis World's Fair, especially to liquor-dealers, will be the distillery in full operation near the Agricultural Building. This plant has been erected and will be operated by the Sunny Brook Distillery Company of Louisville, Ky., who take this unique method of showing their many customers and the public in general the careful and painstaking manner in which Sunny Brook Rye and Bourbon is made.

LASH'S BITTERS
TONIC LAXATIVE

T. H. FRÖLICH

Wines and

Brandies

Telephone 396
Main . . .

330

Market Street
SAN FRANCISCO

Domestic and
Export Trade

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TOURIST OUTFITTERS

Commercial
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Trunks and
Sample Cases
A Specialty

Trunks, Bags and Suit Cases

134-136 ELLIS STREET

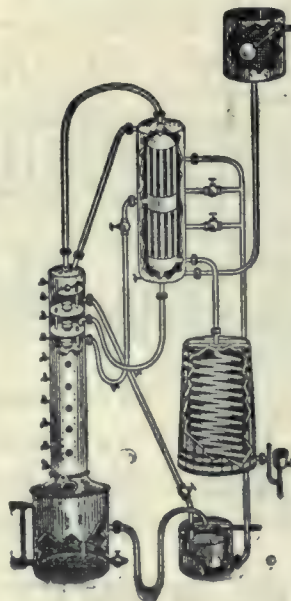
Corner Mason Street

SAN FRANCISCO, CAL.

Pacific Copper Works

565 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my LATEST IMPROVED CONTINUOUS BRAND STILL. It has the advantage over others through its simplicity, saving heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application
Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

New York Correspondence.

New York, May 1904.

EDITOR WINE AND SPIRIT REVIEW: Notwithstanding general complaint of dull trade, California wines have shown an increase in demand. The warmer and more seasonable weather is expected to result in improved consumption of wines and dealers have been replenishing stocks which had been allowed to run down to the minimum during the long, cold winter through which we have passed. This will help bring up the *falling off* in quantity which has, so far this year, been in evidence.

There has been nearly 400,000 gallons less wine received at the port of New York by sea, up to May 1st, than there were a year ago; the falling off being particularly noticeable during the month of April. Stocks, however, now being low, it is expected improvement will soon be manifested.

Imported wines and spirits also show a decrease for the most part. In champagne alone, for the first four months of the year, there is a falling off of over 24,000 cases. It is reported that a good deal of this has been due to local conditions. In Chicago, where, after the Iroquois fire, on December 31st, for several weeks all theaters were closed, there was an almost total loss of "night business in restaurants, cafe, etc., etc. In New York, Wall Street conditions have been bad and stock brokers, largely regarded by the proletariat and horny-handed sons of toil as high-rollers, spenders and wine-openers, have not been "buying wine." The total number of cases of champagne received at New York up to May 1st are 90,940 cases against 114,324 cases in 1903.

The condition of the whisky market is most peculiar. Withdrawals are heavy, being considerably larger than they were a year ago. This applies not alone to the Eastern States but to Kentucky Bourbons. Although complaint of dull trade is almost universal, withdrawals indicate somebody is doing business and as shipments from the distilleries appear to be distributed all over the country, it would seem as though there were not so much reason for dissatisfaction as exists.

But, notwithstanding consumption is keeping up, as evidenced by withdrawals, buying by the wholesale trade is restricted to small lots needed for actual demands and speculation is as dead as the traditional door nail. Sales around lots are few and far between, and only because of some special inducement or reason. Prices, however, are well maintained, mainly due to the strong statistical position of the market and the fact that whiskies are owned by houses having actual need of such goods as they hold and there are few lots offered on the market.

It is expected that the Wholesale Liquor Dealers' Convention, to be held here June 8th, will be the most largely attended of any Convention in the history of the trade. Since last year's affair—at Baltimore—there has been considerable addition made to the membership, especially in New York City, but all over the country a good number of the representative houses have joined. A New York morning newspaper reporter has been circulating amongst the members here, seeking information for "write up" in a Special Convention number they intend publishing. Whilst arrangements have been perfected for assuring a pleasant time to visiting members, the business part of the Conven-

tion is expected to result in matters of great interest and ultimate advantage to the trade.

The Wine and Spirit Traders' Society is doing excellent work, and lots of it, in the prosecution of suits against unscrupulous dealers who are mulcted in damages and against whom injunctions are obtained, stopping them from selling imitations of imported wines and spirits. It is about time they took up a crusade against dealers who sell California wines and brandies as imported. Good wine needs no bush, and much of the California product needs no foreign label. Its merit would find a market for it, with better profit ultimately, than if sold as imported.

There was a good deal of sense and truth in the "hot criticism" of the Fresno Republican, whose article on the absence of advertisements of California wines was published in the last issue of the REVIEW. Too much of it masquerades under foreign titles. In quality it is good enough for this. Why should it not sell on its merit and as California wine? Some day, and it may not be so far distant, some house is going to make a fortune by selling a high-grade California wine—as what it is—by advertising it and protecting it from substitution for a so-called imported wine.

And still another proof that advertising pays if inserted in the PACIFIC WINE AND SPIRIT REVIEW! Tom Gilmore's eulogies of California and San Francisco, published in your last issue have occasioned considerable talk of the Golden Gate and the Metropolis of the Pacific Coast. Until the past few days, the weather has been a bit "off"—unseasonably chilly—and every day which was particularly unpleasant, the poetical Tom's account of the "Miles of peaks that kiss the sky" loomed up the more attractively, and the "fertile valleys" beckoned seductively, and every one wanted to hie themselves to the "glorious climate" where Tom is, some because Tom is there, and some because he painted so attractive a picture. But there were reasons why we could not visit—several reasons. To begin—first, we didn't have the money. Perhaps that's enough and the other reasons need not be mentioned.

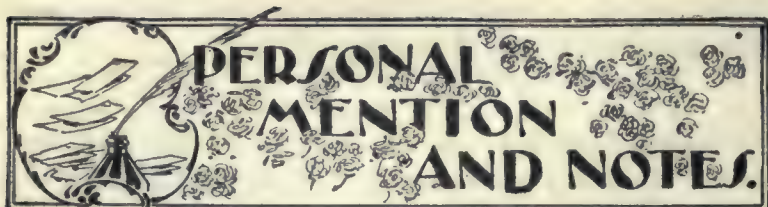
Tom Gilmore says people in San Francisco are "high-livers." Is that due to residing on the mountains whose "peaks kiss the sky"?

A convention is to be held in Buffalo, June 6th, of the American Wine Growers, at which a large attendance is expected. The branding of American wines under American labels is to receive particular attention.

Mr. Geo. Malter, President of the California Wine and Brandy Co., of San Francisco, is in New York.

Mr. Albert M. Hirschfeld, Manager of the Wine and Spirit department of Acker, Merrall & Condit Company, will sail for Europe the 28th inst., for a short visit to his old home in London. E. C. S.

Cramped in their old quarters by increasing business, Wichmann, Lutgen & Company have recently removed from 318-20 Clay Street to 29-31 Battery Street. The new premises are commodious and in every way convenient for the conduct of a large liquor business. Wichmann, Lutgen & Company occupy the entire building, comprising four floors and a basement. This furnishes double the accommodation available at the Clay-street-place, and the additional space is fully occupied. The whole establishment has been installed with new fittings. The firm reports good business during May, especially towards the end of the month, when the demand livened up considerably.



Mr. Jacques Blum, president of the Wilmerding-Loewe Company, this city, left San Francisco for a trip East during the month. He will be six months away, combining business and pleasure. Mr. Blum, who has been connected with the Wilmerding-Loewe Company for 33 years, is accompanied by the members of his family, and will visit most of the big centers of population in the Eastern States before returning to San Francisco.

The Cerruti Mercantile Company has recently secured the very important agency of the well known house of Fratelli Compari, of Milan, Italy, for their "Bitters Compari" and "Cordial Compari." These brands have not hitherto been placed on this coast, and the Cerruti Company anticipates that a large demand will be created for the goods. Already, indeed, after only two months on the market, they have achieved a considerable measure of popularity. Nearly all first-class saloons have the cordial and bitters, which are well suited to the mixing of fancy drinks. The price at which the brands are being retailed is \$19.00 per case of 12 quarts for the cordial, and \$16.00 per case of the same size for the bitters. Amongst other new lines recently stocked by this company are the Castellano Havana cigars, which are being disposed of freely.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE THEY GROW IN CALIFORNIA.

WHITE TO

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

The Buffalo Brewing Company, of Sacramento, reports that the demand for its brew is increasing all the time in San Francisco. Special attention is paid to the Bohemian brand on this market, and it is taking a prominent place among the beers consumed in the city and State. There is a steady increase of business, and any bar that has once stocked the beer has always continued to do so. The pale export Culmbacher has also many friends. The San Francisco agents for the Buffalo Brewing Company are the A. H. Lochbaum Co., 125 King Street.

The Gundlach-Bundschu Company during May made a contract for the largest portion of the finer varieties of this season's yield on Judge Stanley's well-known vineyard on the Napa River. The entire yield is 120,000 gallons, more than half of which has been purchased by the Gundlach-Bundschu Company. The company has arranged with B. Arnold & Company to take a portion of the purchase, which is to be shipped to the cellars of Captain Niebaum in Oakville, for blending.

Golden Eagle Distilleries Co., Inc.

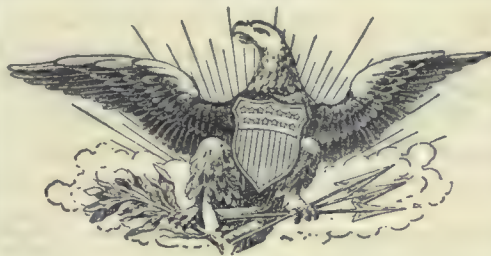
Golden Eagle
BOURBON AND RYE

TOM PARKER

AND

419 Bourbon
and Rye

Whiskies



TRADE MARK

SOLE AGENTS
FOR

Litthauer &

Caroni

Bitters

California Wines and Brandies

Office and Vaults:

417-419 Montgomery Street

TELEPHONE MAIN 5096

San Francisco, Cal.

Gundlach Bundschu Wine Co.
San Francisco *New York*

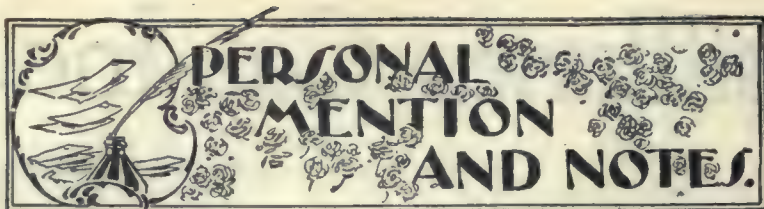
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



The C. M. Mann Company, which is rapidly gaining ground as a distributor of first-class case wines, recently completed its second year of incorporation. At the annual meeting of directors last month, the officers who served during the preceding year were paid the deserved compliment of re-election. The following gentlemen fill the positions named: C. M. Mann, President and Manager; H. F. Mann, Vice-President; W. L. Dauterman, Secretary; G. Gunzen-

The local branch of Fratelli Cora, Turin, Italy, has been established about a year, Mr. Cora having visited San Francisco for the purpose a little over twelve months ago. The local manager, Mr. Chas. Perelli Minetti, reports that in that period a very substantial demand has been created for the specialties which the house distributes. Fratelli Cora is one of the biggest and one of the oldest liquor houses in Italy, having been established in 1835. The principal line carried by the San Francisco house is the well-known Vino Vermouth Cora. Mr. Minetti informs us that this Vermouth is liked immensely in America because it is not sweet. In flavor it is between the French and Italian Vermouth. Vino Cora is the oldest Vermouth made in Italy. Every Italian saloon in San Francisco carries the brand, and also many of the American bars.

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



**MARASCHINO
CHERRIES**

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY
SAN FRANCISCO

dorfer, Attorney. Mr. C. M. Mann, speaking the other day of the career of the firm since it was incorporated, said: "In case goods we have increased our sales very considerably. This remark applies both to the local trade and to business all over the coast and throughout the Northern States. This extension of the sales of goods in case is right in line with the desires of the late Mr. I. de Turk, whose great ambition it was to put the wines out in glass, and not in bulk. We now have on our list every hotel and restaurant of any note throughout the whole coast. As showing how trade is keeping up for us, it is only necessary to mention that this month we have been working three nights a week in order to keep up with the demand for case goods from the Northern States and other parts. May has already proved one of the best months of the year."

Something over 100,000 cases of this Vermouth are shipped from Italy to South and Central America every year. There is also a strong demand for it in the Philippine Islands. The local branch of Fratelli Cora finds a very good market for its two brands of champagne—Spumante Italiano and Asti Spumante Cora. The Chianti Vecchio and Chianti Serrallunga are likewise selling well. Those who want cordials will find at this house a very complete selection of Italian brands made by Fratelli Cora. The place of business is 436-38 Jackson Street, City.

Mr. Henry H. Netter, wholesale wine and spirit merchant of Philadelphia, is stopping at the Dorchester.

German Wine Growers' Colony for California.

MR. HENRY F. GILLIG, founder of the American Exchange in Europe, who, as mentioned in the last issue of the PACIFIC WINE AND SPIRIT REVIEW, is visiting California on behalf of a number of German wine-growers who intend settling in this State, spent the greater part of the day in inspecting the different vine-growing localities. He has been at Fresno, Santa Cruz, Napa, Lodi, Asti and other sections, and as the result of his travels expresses the very highest opinion of the capacity of the State.

"The only fault with you people," he told one interviewer, "is that you don't know how to appreciate this grand State. California stands by itself as regards its climatic conditions, its scenery, its fertility and its productiveness. You need strangers from abroad to come to our State and tell you what you are enjoying. Everything points to California as a great central point. It has a great future."

Like all visitors to California, however, Mr. Gillig is amazed at the amount of petty jealousy existing between the different sections of the State. Speaking to a representative of the PACIFIC WINE AND SPIRIT REVIEW he said:

"For instance, if I go up to the north and say that I have seen Riverside, a place that cannot be surpassed in its wonderful magnificence, they say 'Oh, that's all sand down here. It is not natural soil.' When I go down south, I am told that the Sacramento Valley is cursed with winds and floods, and swamps, and fevers. That spirit ought not to prevail when a stranger comes to the State. Mr. Andrea Sbarboro's idea of 'one for all and all for one' ought to be carried out. By the way, I want to express my particular thanks to Mr. Sbarboro. He is one of your broad gauge men, and if you had more like him it would be for the good of the State."

In Germany the vine crops are gradually failing, and the production of wine is becoming less prolific. Mr. Gillig's object in visiting California is to locate a site suitable for a large German colony of viticulturists. His investigations have been conducted on behalf of a number of wine growers along the Rhine, who have had no crops for the last six or seven years. These men and the bankers who have been carrying them had a meeting, and deputed Mr. Gillig to visit California and "spy out the land." His report to them will be of a very favorable character, he says. "They are not the ordinary immigrant class," he told a representative of this journal. "They are the fifth and sixth generations of families that have been growing grapes in the Rhine Valley for years past, and if the conditions suit them, they are willing to come out here in large numbers. I have gathered information as to the price of land, and as to the production per acre. One man told me he cleared \$125 per acre per year. If that can be done, there are 5,000 German wine-growers willing to settle in California. In another section I am told the land clears from \$30 to \$60 an acre. That, of course, is not bad, but it depends upon what is wanted for the land. I will simply report the conditions, and it will be for the German growers to decide whether or not they will come here."

Mr. Gillig is of the opinion that the restaurants are charging far too much for the wines. He considers the cost of production such that the wines could be sold far more cheaply than they are, and the result would be that the California wines would come into vogue.

This is what the REVIEW has been emphasizing for many years. If, as Mr. Gillig says, a drinkable wine is placed within reach of poorer people at a moderate price, the taste for the beverage will be created and in the course of time it will be consumed at meals as in European countries. Mr. Gillig states that he can purchase a wine in London or on the continent for 25 cents per pint that is equal in every way to the wine retailed in San Francisco for \$1.25.

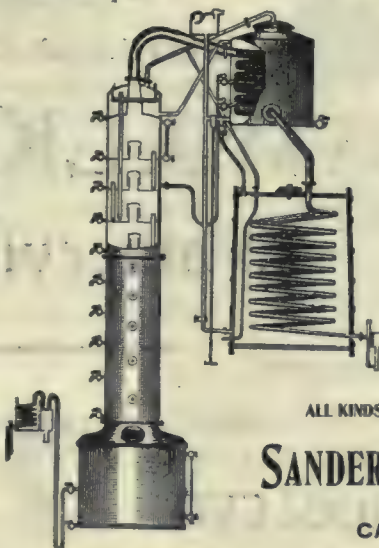
During his stay in the State, Mr. Gillig spent a day at the famous place of the Italian-Swiss Colony at Asti, where he was the recipient of the bountiful hospitality of Andrea Sbarboro. He was greatly impressed with the famous winery.

According to a decision of Judge Seawell, rendered on the 17th of May, August F. Meyer is the owner of 1500 shares of stock in the Columbia Brewing Company and M. H. Ulrichs is the owner of an equal number. The 3000 shares were in an envelope in the vault of the San Francisco Savings Union and were held there with the understanding that they were not to be removed except in the presence of Meyer and Ulrichs. Meyer, however, according to the bank officials, took half of the stock without the knowledge of the officers of the bank and a suit was brought by the bank to determine the ownership of the entire stock. In deciding the case Judge Seawell gave the bank judgment for costs incurred in the action.

Charles M. Dufficy, an importer of mineral waters, residing in San Francisco, filed a petition in insolvency on May 16th in the United States District Court. He owes \$6095 and has \$3550. His principal creditor is J. C. Wilkinson of Kobe, Japan, whom he owes \$4913 for mineral waters.

Arthur Koch, Western representative for the Imperial Brewing Company's "Mayflower" beer, after a campaign of several weeks in this city, has gone to the St. Louis Exposition for a little recreation. Mr. Koch states that the status of the brand in this market is highly satisfactory. His company prizes this market so highly that it makes a special brew for the coast. This beer is thoroughly well placed and is growing in popularity. It is commonly known as "Missouri's best bottled beer."

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The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLs, but also Copper and Brass Work of all descriptions for wineries and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLs.

REFERENCES:—All successful sweet wine and brandy producers of California.

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MEXICO CITY

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World's Fair Whisky Exhibit.

ST. LOUIS, May 11.—The distillers of Kentucky whiskey were before the Kentucky Commission asking that the Kentucky rectifiers who imitate this staple product of the State be not allowed to exhibit the spurious article along with the genuine in the Kentucky whiskey exhibit. The rectifiers were present also to protest. Six speeches were made, three on a side.

Mr. Morris Rosenfield, of the Sunny Brook Distilling Company and a leading member of the Kentucky Distillers' Association, opened the argument for the Kentucky distillers, and claimed that as the article manufactured by the Kentucky rectifier was composed of new neutral spirits and chemicals from other States and had only a dash of Kentucky whiskey in it to give it a flavor, it should not be admitted as Kentucky whiskey.

Mr. E. M. Babbitt, of Louisville, replied for the rectifiers and urged that rectified goods should be admitted, and that the distillers had no right to ask the Commission to enlighten the public as to the difference.

Mr. Edmund W. Taylor, of E. H. Taylor Jr., & Sons, the distillers of Frankfort, spoke next for the distillers. He claimed that the imitation whiskies should at least be grouped separately from the real; that it was only fair to the makers of genuine whiskey and to the public.

Mr. Gratz, of Louisville, then spoke for the rectifiers and stated that there was no need for the Commission to make

any distinction, that the public already knew, that any whiskey which was put up in its original integrity was bottled in bond and that whiskey that was bottled without the green stamp over the cork was rectified.

Mr. Warwick M. Hough, of St. Louis, followed for the rectifiers and claimed that the Commission had no legal right to group the two commodities separately.

The argument was closed by a brief but strong speech by R. M. Allen, of Lexington, in behalf of the Kentucky distillers who make genuine whiskey. Mr. Allen spoke as secretary of the National Association of State Food Departments, and made the point that every genuine food commodity should be protected from its substitutes, especially when those substitutes were marked as the real article itself. He said the rectifiers who made imitation whiskey had fought against pure food legislation, and they did not dare stand out before the public in their true colors. He said the Commission would never regret it if they separated the real whiskey and the rectified imitation.

The Commission went into executive session after the speech making closed and decided that, outside of the merits of the case, their legal rights did not permit them to go further in making a distinction than was already provided for by the laws.

The Commission decided that the scope of their powers would not permit them, under the law, to put up a sign, "rectified," over the blended article, but that the people must distinguish for themselves.

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
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Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



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Patent Medicines Stronger than Whiskey.

A SENSATIONAL article that has already attracted a lot of attention is published in the May number of *The Ladies' Home Journal*, from the pen of Edward Bok. Under the caption of "The Patent Medicine Curse," he shows that the proprietary medicines, of which so many hundreds of thousands of gallons are consumed in America, especially in the springtime, are in large part compounded of alcohol, to say nothing of opium, cocaine and other powerful drugs. The proportion of alcohol in some cases exceeds 40 per cent, with the drugs making the medicines stronger than whiskey.

Incorporated in the article is the following list of patent medicines, with their alcoholic contents as given by the Massachusetts State Board Analyst in the published document No. 34:

	Per Cent of Alcohol by Volume.
Lydia Pinkham's Vegetable Compound.....	20.6
Paine's Celery Compound	21.
Dr. Williams's Vegetable Jaundice Bitters.....	18.5
Whiskol, "a non-intoxicating stimulant".....	28.2
Colden's Liquid Beef Tonic, "recommended for treatment of alcohol habit"	26.5
Ayer's Sarsaparilla	26.2
Thayer's Compound Extract of Sarsaparilla.....	21.5
Hood's Sarsaparilla	18.8
Allen's Sarsaparilla	13.5
Dana's Sarsaparilla	13.5
Brown's Sarsaparilla	13.5
Peruna	28.5
Vinol, Wine of Cod-Liver Oil.....	18.8
Dr. Peters's Kuriko	14.
Carter's Physical Extract	22.
Hooker's Wigwam Tonic	20.7
Hoofland's German Tonic	29.3
Howe's Arabian Tonic, "not a rum drink".....	13.2
Jackson's Golden Seal Tonic	19.6
Mensman's Peptonized Beef Tonic.....	16.5
Parker's Tonic, "purely vegetable".....	41.6
Schenck's Seaweed Tonic, "entirely harmless".....	19.5
Baxter's Mandrake Bitters	16.5
Boker's Stomach Bitters	42.6
Burdock Blood Bitters	25.2
Greene's Nervura	17.2
Hartshorn's Bitters	22.2
Hoofland's German Bitters, "entirely vegetable".....	25.6
Hop Bitters	12.
Hostetter's Stomach Bitters	44.3
Kaufman's Sulphur Bitters, "contains no alcohol" (as a matter of fact it contains 20.5 per cent of alcohol and no sulphur).....	20.5
Puritana	22.
Richardson's Concentrated Sherry Wine Bitters.....	47.5
Warner's Safe Tonic Bitters	35.7
Warren's Billious Bitters	21.5
Faith Whitcomb's Bitters	20.3

This official list, it will be noted, includes some of the most widely advertised—and, presumably, most popular—patent medicines on the market. As Bok says, the people who use them can have no idea of what they are consuming. "A mother," he writes, "who would hold up her hands in holy horror at the thought of her child drinking a glass of beer, which contains from two to five per cent of alcohol, gives to that child with her own hands a patent medicine that contains from seventeen to forty-four per cent of alcohol—to say nothing of opium and cocaine! I have seen a temperance woman, who raged at the thought of whiskey, take bottle after bottle of some bitters which contained five times as much alcohol—and compared to which sherry, port, claret and champagne were as harm-

less as the pink lemonade at Sunday-school picnics. I have had women rage in letters to this office because this magazine advertised a certain rootbeer, with really no alcohol in it at all, while all the time these same women were swallowing bottle after bottle of 'Lydia Pinkham's Vegetable Compound,' containing, by volume, 20.6 percentage of alcohol, and allowing 'Boker's Stomach Bitters,' with 42.6 percentage of alcohol, by volume, to be advertised on the barns!"

Thousands of drunkards are, according to the writer of this article, being created by the first love of alcohol being roused into being through the use of patent medicines, liberally filled with alcohol. He asserts that the more patent medicines that are used the better it is for the medical profession, "since few things in the end bring a man or a woman or their child more surely to the physician than patent medicine tipping." The habit is, he says, "one of the gravest curses, with the most dangerous results, that is inflicting our national life." Mr. Bok points out that the best magazines are refusing to accept patent medicine advertisements of any kind, and that not long ago one of the insurance companies made an excellent move by requiring its medical examiner to ask of each subject for insurance, "What patent medicines have you used during the last five years?" He calls on the Woman's Christian Temperance Union to make a vigorous campaign against the evil, instead of busying itself with foolish protests against the breaking of a bottle of champagne over a newly launched ship, etc.

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Extensive Vine Planting.

EXTENSIVE improvements are under way at the Cordova vineyard, on the American River, in Sacramento County, comprising 340 acres in one body. This is all being planted on Rupestris St. George stock, grafted at follows: Thirty acres to Palomino and eighty acres to Monica, two celebrated sherry grapes from Spain; sixty acres will be set out with Petit Sirrah, imported vines from Chateau la Fitte, owned by Baron de Rothschild, and claimed to produce the best table wine in France, which is annually auctioned off to royalty at high prices.

The Aramon, a French claret grape of fine quality, will be planted to the extent of 55 acres, while the Green Hungarian, a very fine white wine grape from Hungary, will cover 20 acres. The same area will be set to Alianthé Bouchet, a choice red wine grape. Forty acres will be devoted to infandel grapes, which are well known in California.

"In addition to the vineyard now planted," said Vice-President F. W. Jesel, in *Sacramento Union*, "we are propagating in lots of 500 to 1000 vines, about fifteen choice Spanish, Persian, Italian, German and French grapes. These are all new varieties that have been recommended to us for the purpose of seeing how they will do in this climate. We have imported our stock through the University of Montpellier, Province of Herault, France, and all done under the instruction of Professor Viala, Inspector General of Viticulture for the French Government. The new varieties we are propagating are as follows: Semillon, Sauvignon Blanc, Sauvignon Vert, Malmsy, Tinta de Madeira, Tinta de Amarello, Tinta Cao, Mourisco Preto, Pedro Jimenez, Mantuo del Pilas, Beba, Peruno, Verdelho, Muscatel de Bordelaise, Soroni.

"There are no varieties like these in this country. We have found it impossible to induce growers to tackle anything new, so we are compelled to make the experiment ourselves. California wines are gaining a better reputation throughout the world, and therefore the people expect more than ever before. To meet this expectation we are doing everything that we can with our fine vineyard.

"To illustrate how careful we have been in preparing the ground, it may be mentioned that we sub-soiled our land to a depth of forty inches, having special plows made for that purpose. This we did to break the crust that had been formed. By this method we obtain room for the roots. Ordinarily when the roots of a vine reach the hard crust in land prepared in the usual way they have to flare out, but in our vineyard there is a chance for them to go downwards, and the result is that in three years we have obtained a larger growth than is ordinarily obtained by vineyards in seven years. It was expensive, but in the long run it has paid to do the work thoroughly.

"The product of our vineyard in 1904 will be about 1,500 tons. When it reaches its full capacity we shall produce about 3,000 tons of grapes, but no matter how much we may produce we never expect to grow more than 50 per cent of the grapes needed for our winery in this city. Therefore we are encouraging farmers to plant vineyards on approved and up-to-date lines, with resistant stock, and with all such make contracts to take all the grapes they can produce for five or seven years or any number of years they are willing to agree on, and we bind ourselves to pay above current prices, if they will only plant the right kind of vines under proper conditions."

James Raggi's popular place at 624 Montgomery street, has been thoroughly decorated inside and out, and the result is a decided improvement to the Montgomery Block. The walls are covered in green and black, while the ceiling is cream color in the center, shading off into deep green in the coping. A very pretty feature of the ceiling ornamentation, is dainty artistic stucco work, representing vines and roses. The flowers are colored prettily and the general combination is quite pleasing to the eye. Mr. Raggi reports business good, for the season of the year. People will have his old Belmont whisky, Marsala wine, imported Chianti and other fine specialties carried by him. Hence his success.

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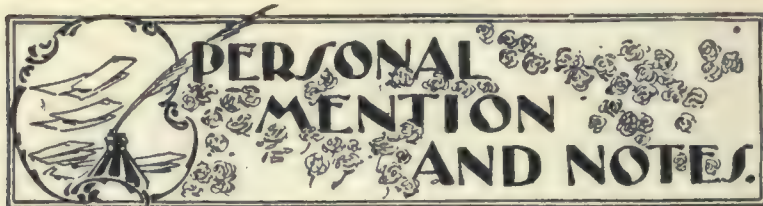
437 FIFTH STREET

S. E. CORNER

5th and Bryant
Streets

SAN FRANCISCO, CAL.

Telephone South 326



Mr. Peter Claudius, one of the star salesmen of the Crown Distilleries Company, will go to Europe in quest of rest and recuperation.

The California Wine Company's building at Hookston will be commenced early this month. Biller & Coleman are the contractors. The building, machinery and stationary cooperage will cost \$50,000.

The John C. Donnelly Company has opened a wholesale liquor house at 801 J street, Sacramento. John C. Donnelly is President; Thomas Kirkpatrick, Vice-President; J. J. Donnelly, Secretary, and T. M. McNamara, Treasurer.

The Union Brewing Company of Anaheim is enlarging the brewery, the general contract going to the Vilter Manufacturing Company, and the copper and tank work being furnished by the Goetz & Flodin Manufacturing Company.

L. Jockers, Secretary of the Napa and Sonoma Wine Company, has returned from his regular trip through the Northern Pacific Coast, well satisfied with the results of his journey. While the trip was one week shorter than ordinarily, he came home with a fine lot of orders—fully up to his usual good standard.

American Vineyard Company of California; capital stock \$250,000; shares \$100 each; subscribed \$500, by W. R. Nutting, R. J. Orozco, I. O. Allen, F. P. Nutting and Oliver Dibble, 1 share each; place of business, San Francisco; F. P. Nutting, attorney.

The Hilbert Commercial Company are now the California distributors of the popular Aetna mineral water. With their facilities for distribution and the merits of the goods, the demand should be very largely increased.

Charles Meinecke & Co., while having nothing particular to report in a business way, find that their trade during the past month has been much better than during the same period of last year. This speaks volumes for the high-class of specialties carried by this famous old house, as well as for the excellence of its management.

Mr. E. Steinway, traveling representative of the Buneman Mercantile Company, is meeting with gratifying success in the sale of Boulevard O. K. Whiskey. The new company has already been very successful in a business way. Mr. F. C. Hensley has severed his connection with the company as salesman.

D. D., better known as "Dave" Gibbons, for the past twelve years brewman and cellar master for Kolb & Denhard and the E. A. Kolb Company, Inc., has entered mercantile life on his own account. Mr. Gibbons has purchased the old-established business of Edw. D. Carroll & Co., 2407 Battery street, this city, and will continue it on most energetic lines under the firm name of Dave D. Gibbons & Co. Mr. Gibbons is one of the best-trained men in his line on the Coast, and possessing a host of friends and good business ability, he will certainly prosper.

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ST. LOUIS A. B. C. BEER
BUCHANAN'S BLACK and WHITE SCOTCH
J. BAUMGARDNER RYE
UNION LEAGUE BOURBON
AETNA MINERAL WATER
BOAR'S HEAD ALE and STOUT

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PACIFIC WINE & SPIRIT REVIEW

JOURNAL
OF
VINICULTURE.

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Alaska Refrigerator.....	1/4 page
Dipsea Inn.....	1/4 page
Golden Eagle Distilleries Co., Inc.....	1/2 page
Merchant's Tavern.....	1/2 page
Sandini & Besana.....	1/2 page
Sherwood & Sherwood.....	1/2 page
Wild Peach Bitters Co.....	1/2 page

RE-CONSTRUCTED

Sunny Brook Distillery Co.....	
Rainier Beer	
Sanders & Co.....	
Pacific Copper Works, Inc.....	
Jas. Levy & Bro.....	

World's Fair Closed on Sundays.

INTOLERANCE has won its fight for Sunday closing at the St. Louis World's Fair. On one day in every seven the gates of the exposition are shut and that noble aggregation of the best that the world has to offer in the arts, sciences and manufactures is barred from the view of a public anxious to see and enjoy and learn. This is an imposition of the grossest character on countless thousands of people. Never was the baneful effect of unreasonable interference by the churches more strikingly illustrated than in this closing of the fair on Sundays. So far as argument is concerned, the rigid Sabbatarians have not a leg to stand on. Surely it must be patent to the most limited understanding that if it is harmful to view a picture, a piece of sculpture or a triumph of the mechanic arts on a Sunday, it is equally wrong to view them on a Monday or a Thursday. But of course this line of reasoning does not appeal with much force to the prejudice-blinded Sabbatarian. He does not agree with his Bible—that the Sabbath was made for man, and not man for the Sabbath.

Probably those who will experience the greatest hardship from the closing of the fair on Sundays are the folk whose means or circumstances permit of them spending only a limited time away from home. Many thousands from adjacent States will find it convenient to stay in St. Louis only three or four days, or perhaps a week. To be robbed of from 15 to 25 per cent of the time available to them for visiting the exposition grounds is nothing short of an intolerable imposition. Such a rough-shod invasion of individual liberty is certainly repugnant to the principles of freedom which dominate and inform American institutions. How long will an enlightened people submit to such unreasonable interference with their right.

Our Wines Worrying French Exporters.

IN confirmation of the frequent assertion of the PACIFIC WINE AND SPIRIT REVIEW that the possibilities of California as a wine-growing country are well nigh limitless, comes the statement from John C. Covert, United States Consul at Lyons, France, showing that the competition of our wines is one of the main causes of the falling off in wine exportations from France.

Since 1893 the exports of wine from France have dropped nearly 700,000,000 francs (\$135,000,000). In order to ascertain the cause for this serious decline in foreign consumption, the "Wine and Liquor Review," a Paris publication, sent a number of questions to French business men residing abroad, asking if they could supply any reasons for the uncomfortable fact. According to a resume of the answers received by the editor, forwarded by Consul Covert to the State Department, California wines have cut into the export trade of France very seriously.

All who write from England are evidently alarmed at the competition of California wines. They say that France is invulnerable, but she must satisfy the demand for a good table wine at a fair price, such as can be had from California and Australia. One correspondent says that "Italy with its Chianti, Spain with its Rioja, Germany with its Rhine wines, and, above all, Australia and California with their imitation Bordeaux and Burgundy have materially injured the flourishing market of France."

After bitterly complaining of Californian and Australian competition, a London correspondent gives the following table of sales, in round numbers, of French wines and brandies to England:

YEAR	Wines	Brandies
1897	\$2,116,225	\$6,500,000
1898	2,357,745	5,400,000
1899	2,737,425	9,500,000
1900	2,670,175	5,760,000
1901	2,548,640	6,720,000

It is gathered also from the replies sent that the growing importance of imports into England from California and Australia is one of the causes for the hit France has received in the business in which she enjoyed a monopoly—the wines of Bordeaux and Burgundy.

That California has already achieved such important results in competition with such an old wine-growing country as France is something of which the vinticulturists of this State have reason to be proud. But, nevertheless, the wine trade of California is but in its infancy. This showing made against the old world is nothing more than an earnest of what the future will bring forth. It is worthy of note that the English and Scottish houses that have brought about this recognition of California wines have proceeded on the wise lines of selling good wines at moderate prices.

Other reasons adduced by the correspondents of the Paris "Wine and Liquor Review" for the falling off in the exportations of wine from France are summarized briefly as follows:

In Italy improvements in wine culture and an increase in protective duties have shut out the better brand of Bordeaux and Burgundy. Higher customs duties have produced the same results in Spain, Greece and the Transvaal. Purchases of wine have fallen off in Naples on account of the impoverishment of the aristocracy. In Florence the decline in the consumption of fine French wines is attributed to the removal of the rich foreign colony from that city to Cairo.

"The great English market," one correspondent writes, "no longer receives our Bordeaux wines since Australian wines are so cheap and are more acceptable to a people who are becoming iron-bound in their imperialism."

English wine dealers are charged with selling other wines—a mixture of several brands—as high grades of French wines, thus throwing discredit on the best products of France.

"On account of numerous middlemen," another writes, "the prices of pure French wines are so high that the great consuming middle classes cannot afford to drink them."

A Nauseating Conceit.

ONE of the most nauseating things about the *American Wine Press* is the indecent way in which it booms its own purloined goods and its own editor. "If you see it in the *Wine Press*, it's so," the paper is constantly asserting. That it is not always "so," we have shown pretty conclusively in the last two or three issues. But generally speaking, it is "so" when the *Wine Press* speaks about the California wine industry, for the simple reason that almost all the news about this State is stolen from the columns of the *PACIFIC WINE AND SPIRIT REVIEW*. The cunning arrangement by which the date of publication of the *Wine Press* is fixed for the middle of the month enables this to be done conveniently. We apply the word "stolen" because the source of this news is not acknowledged. Let the *Wine Press* acknowledge all it takes from the columns of the *WINE AND SPIRIT REVIEW*, and it may quote until further orders.

We have no more space to waste in this controversy with the *Wine Press* and its editor. Perhaps we have over-estimated the amount of damage which this insidious enemy of the California wine industry is able to inflict. But however impotent he may be, there can be no doubt about his constant endeavor to do all the harm he can, through his paper and its creature, the mushroom American Wine Growers' Association—which does not include a solitary Californian amongst its officers—to the viticulture of this State. And it can have done no harm to have exposed its intentions, notwithstanding that they are foredoomed to failure.

Mr. Lee J. Vance is somewhat of a freak in the trades journalism of America. He happens to be one of those freaky men with more money than editorial ability. He conceived the brilliant idea of conducting a journal devoted to the interests of both wine and soda water. At first he achieved a fair measure of success, but by his absurd antics he has disgusted the trade. Both the prestige of the paper—what little it had—and its size have fallen off very considerably within the last two or three years. To-day the *Wine Press* has shrunk about 25 per cent as compared with what it was some time ago. That will be the fate of every trade paper conducted on such extraordinary lines as those upon which the *Wine Press* has been run. And that journal has the presumption to lecture other trade publications upon their journalistic methods! In this, as in almost all other fields, the test of merit is success. Tried by this test, the *Wine Press* has failed lamentably.

Editor Vance Goes Wrong Again.

HERE is a "letter" in the last issue of the *American Wine Press* signed "_____ Co.," in which Mr. Charles Bundschu is stated to be the author of an unsigned letter which appeared in the *PACIFIC WINE AND SPIRIT REVIEW* for April.

Along with this statement is a vicious attack on Mr. Bundschu. We take pleasure in complying with Mr. Bundschu's request and stating that he was not the writer of the letter in question. He is justly annoyed at the unprovoked and uncalled for attack that has been made upon him by the paper, which is the enemy of all engaged in California's wine industry.

The "_____ Co." letter also says an editorial article in the *PACIFIC WINE AND SPIRIT REVIEW* was written by Charles A. Wetmore. Here again the *Wine Press*, in its blind rage with the wine men of this State generally, has gone woefully astray. As a matter of fact, Mr. Wetmore, the sugar wine question which originated the controversy, is one of the two or three California wine men who are more inclined to agree with the attitude of the *Wine Press* than with that of the *WINE AND SPIRIT REVIEW*. Judge, then, of the crass stupidity of the editor of the *American Wine Press* when he states that Mr. Wetmore wrote the article in question. Mr. Wetmore did not write the article.

This "_____ Co." letter bears all the earmarks of a fake manufactured in the office of the *Wine Press*.

An Editor Who Advertises Himself.

The *American Wine Press* wants to know "Who is the editor of the *PACIFIC WINE AND SPIRIT REVIEW*?" That information is printed on the title page of this journal—and there only.

Can the modest, retiring editor of the *American Wine Press* say as much?

It may be safely said that, with the exception of the conceited William Randolph Hearst, who printed his own name 179 times in one issue of one of his papers, there is no editor in the United States who runs his own name so often, or so prominently, in his own paper as Lee J. Vance, editor of the *Wine Press*.

The business of the E. A. Kolb Company, Inc., was disposed of during the month by reason of the recent demise of Edward A. Kolb, President of the company. The purchasers are the Golden Eagle Distilleries Company, Inc., of which the officers are: R. H. Putzman, President; H. J. Seegelken, Secretary, and F. W. Schurmann, Treasurer. The new company will continue the business at the old stand, largely along the lines of its predecessors. The officers are all well-trained men in the business, and there appears to be no reason why they should not succeed.

We have been favored with the initial copies of a new liquor publication named *Protection*, issued from Boston. *Protection* is well printed, contains a comprehensive budget of news concerning liquor interests, and is outspoken in its advocacy of the just rights of those engaged in the trade.

We are in receipt of an invitation to attend the ninth annual convention of the Wholesale Liquor Dealers' Association of America, to be held at the Waldorf-Astoria, New York, on June 8th, 9th and 10th. The invitation is a fine piece of engraving work, got up in exceptionally handsome style—a credit to the printer and to the Association.

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Work at the Experimental Vineyards.

UNDER the supervision of Mr. George C. Husmann, the scientist in charge of the viticultural investigation division of the United States Department of Agriculture at Washington, D. C., a series of experimental tests have been inaugurated in California during the last three months which should bear results of the utmost importance to the viticulturists of this State who are trying to combat the diseases that assail their vineyards. At the nine experimental vineyards—situated at Oakville, Fresno, Cucamonga, Geyserville, Sonoma, Lodi, Mountain View, Livermore and Concord—something like 400 vinifera varieties and 350 new resistant varieties have been planted during Mr. Husmann's present trip to the State, and almost all of them are direct importations from foreign countries.

At both Fresno and Oakville the plantings now cover ten acres, or double what the acreage was previously. There is nearly the same acreage at Cucamonga, all planted during this trip. The 400 vinifera varieties are all at Cucamonga. At each of the six other stations—which are smaller—from 80 to 120 different varieties have been planted, with the particular object of testing soil and climatic conditions. As a result of the rapid and extensive work carried out by Mr. Husmann there are now in the State of California over 1000 distinct varieties of vinifera and phylloxera resistant varieties.

The departmental expert has also located a site to be devoted to nursery tests of all these varieties. The work at this nursery will be started during the coming fall,

when Mr. Husmann will make another visit to the State. He proposes to utilize the nursery in the very important work of testing the relative rooting properties of the various vines. The congeniality question will also be studied at the nursery.

Before leaving the State for Washington, Mr. Husmann was asked by a representative of the PACIFIC WINE AND SPIRIT REVIEW what practical results he expected to follow the exhaustive experiments being made in California, and how long the vine-growers would have to wait before they would begin to experience the advantage of those results. He answered:

"I have not the least hesitation in saying that the phylloxera question does not scare me a bit, because I know just what to do to develop the proper resistant varieties. But it will take time. In a few years—three or four at most—we will be in a position to give absolute data that will have very decided results. That is why I say I do not feel scared about phylloxera.

"But in regard to other diseases the conditions are somewhat alarming. There will probably be very decided devastations before we can find a cure for the Anaheim disease. But with the assistance of the California growers I hope to do something towards the eradication of the pest. However, it is not possible to promise definite results within a specified period. We are working in the dark. In the past there have not been more than 50 varieties of vinifera tested against the Anaheim disease, and practically very few resistant varieties have been tried against it. But with the very extensive plantings just completed in California, it is reasonable to suppose that

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some valuable results will be forthcoming. We are liable to come upon a resistant against this disease when least expected. So many of these things are matters of chance."

In the way of definite results, Mr. Husmann says the Fresno and Oakville experimental vineyards will probably be first heard from. He is very pleased with the showing by the plantings made last year, and promises that the leading varieties of the resistants will be ready this coming spring for extensive grafting tests. With at least twenty prominent varieties of wine-producing grapes grafting will be carried out in the spring.

When Mr. Husmann makes his next visit to California (in the coming fall) he hopes to bring with him a representative who will remain in the State continuously in charge of the experimental vineyards. Mr. Husmann has had interviews with a number of candidates for the position, and although he does not find it easy to hit upon a man suitable in every way, he expects to have such a man before the end of the year. As he will be a resident of this State, the new official will be able to make a study of the conditions at the experimental vineyards all the time, and thus very much more valuable results will probably be obtained than under the existing conditions.

The Fresno *Republican* writes as follows regarding Mr. Husmann's visit to the experimental vineyard located in that section of the State:

The experimental vineyard on the Fresno vineyard is a fair illustration of the work being carried on along these lines. The vineyard consists of twenty acres, and last year four and one-half acres were set out to vines, containing ninety different varieties of resistant stock. Ten vines of each variety are set out. This year the area under cultivation was doubled and there are now 270 different varieties being cared for and carefully watched. Heretofore there were practically only three varieties of resistant stock known here. Of course, it is not contended that all the varieties will prove suitable for this vicinity, although there is so much difference in the soil and climate that perhaps no one variety will be found adapted to all the

conditions. But if out of all the varieties planted three or four should turn out to be just what are wanted, the work will have accomplished its purpose. There are three of these large stations in California, and six minor stations.

In this work, the department wants the co-operation and assistance of the growers. Sample cuttings will be furnished to all who apply for them, and the only thing asked in return is that those receiving the cuttings report to the department the success had with them. One important discovery made by the department is that the rupestris St. George, which has been very popular in California, is not suitable for the Muscat vine. This has been found out at Cape Colony, Africa, and the rupestris metallaca is now used there entirely. Cuttings of that variety have been set out at the experimental stations in California and excellent results are looked for.

Bert E. Wertheimer, the representative of the Shea-Bocqueraz Company in the Eastern part of California and in Nevada and Utah, was in San Francisco in the fore part of the month. He reports a very lively demand for the goods of the firm. In Tonopah, Nevada, business is particularly brisk. Mr. Wertheimer has proved himself a very successful seller of liquors. The Shea-Bocqueraz Company is beginning to experience the usual falling off in the volume of business at this period of the season, but still the books show a healthy increase over the amount of trade of the same portion of last year.

Business with J. F. Plumel, importer, at 31 Eddy street, continues to maintain a satisfactory volume, notwithstanding the off season. The general trade in fine imported goods has grown healthily since the removal to the new quarters and the bar trade has enjoyed an equally satisfactory increase. This house makes a specialty of the finest imported wines, liquors and olive oils, and carries nothing but straight goods in the way of whiskies.

Chihuahua, Mex.—The State of Coahuila has granted a concession for the establishment of a brewery in Torreon, and it is said that \$200,000 gold is to be expended in the enterprise. An up-to-date brewery and ice plant of 50 barrels and 20 tons respectively are to be erected.

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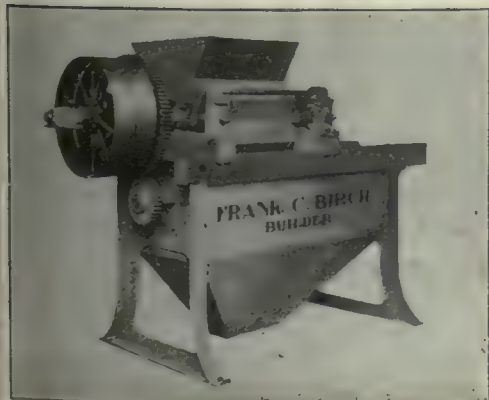
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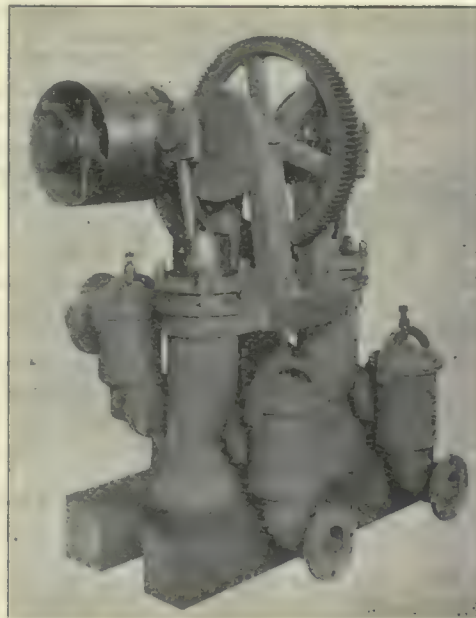
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References: California Wine Ass'n, Italian-Swiss
Colony and others.



CRUSHER



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Internal Revenue and Customs Rulings.

(782.)

Assessment and collection of tax on fruit brandy.

Regulations governing assessment and collection of tax on fruit brandy produced and not removed for fortification of pure sweet wine or deposit in special bonded warehouses under act of March 3, 1877, as extended by act of October 18, 1888.

Circular No. 44—Int. Rev. Circular No. 657.

Treasury Department,
Office of Commissioner of Internal Revenue,
Washington, D. C., April 26, 1904.

That part of the regulations No. 7, prescribed April 15, 1901, page 207, which provides that, in default of payment of the tax on fruit brandy distilled from apples, peaches, grapes, pears, pineapples, oranges, apricots, berries, prunes, figs, or cherries, exclusively, within ninety days after the 10th day of the month succeeding that during which such brandy is produced, collectors will report the same for assessment, is hereby amended to read as follows:

In accordance with the provisions of section 2, act of March 3, 1877, as extended by the act of October 18, 1888, collectors are required to report for assessment all fruit brandy not previously tax paid or entered for deposit in special bonded warehouses, or intended to be used in the fortification of pure sweet wine, as provided by law, on the monthly list, Form 23, next succeeding that in which such brandy is produced.

In order that the taxes due and not paid on brandy may be promptly assessed as set forth above and the collection of the same enforced without delay, collectors will instruct officers engaged in the examination of fruit distilleries to keep a close and effective supervision of the operations of such distilleries, and to report each month all brandy gauged and not tax paid or removed for the fortification of wine or to a special bonded warehouse in ample time for the assessment of the same in column 10½ of the next list. See Circular 575 (p. 2, par. 5) as to the visits of officers at distilleries during active operations of the same.

Distillers should also be notified to make their returns, Form 15, for each month on or before the 10th day of the next month, and that they will be expected at the time of making the return to pay the tax on the brandy produced and gauged unless the same is removed in bond for fortification of pure sweet wine or for deposit in a special bonded warehouse in accordance with laws authorizing such removals.

Regulations of this office inconsistent with this regulation are hereby amended.

JOHN W. YERKES, Commissioner.

Approved:

LESLIE M. SHAW, Secretary of the Treasury.

(785.)

Abatement of taxes.

Collection of balances rejected; if not paid on demand and not collectible by distraint, distiller's bond to be placed in suit and claim on Form 53 for credit to collectors to be prepared.

Treasury Department,
Office of Commissioner of Internal Revenue,
Washington, D. C., April 29, 1904.

Sir: Under date of the 28th inst., office Form 68, inclosing schedule of taxes abated as per order 25865 of the same date, amounting to \$886.94, was mailed to you. This schedule shows a large number of balances rejected, of which notices had heretofore been sent you. These balances should be collected at once by distraint. If the parties do not pay on demand.

When a warrant of distraint is returned with the report of no property found to be liable to distraint, the deputy reporting must accompany the return warrant with his affidavit on Form 53. If the parties refuse to pay, and you are satisfied from the affidavit of the deputy collector on Form 53 that the tax cannot be collected by distraint, you should place the distillers' bonds in the hands of the United States attorney for suit unless you are satisfied that the sureties are insolvent, in which case, you will please report the facts to this office for further advice.

Upon placing the distillers' bonds in the hands of the United States attorney, you should obtain from him a certificate thereof, and file the same with the claims of Forms 53 for credit of the amounts as uncollectible, inclosing with the claims the certificate of the United States attorney.

In this connection, your attention is invited to the last paragraph of instructions printed on the back of Form 69, revised October, 1903,

requiring that deputy collectors shall forward a properly executed affidavit on Form 53 when a warrant of distraint is returned with a report of no property found liable to distraint.

Respectfully,
JAS. C. WHEELER, Acting Commissioner
MR. H. S. HARKINS, Collector Fifth District, Asheville, N. C.

Fruit distillers—Assessment of taxes.

(786.)

The assessment made by the Commissioner is prima facie evidence and is sufficient to support judgment for the government in a suit on the distiller's bond, unless the defendant is able to show that it is invalid.—When a fruit distiller has received pomace, in the absence of any explanation otherwise accounting for it, it is justifiable to infer that the material was used in the production of spirits at the rate of 1 gallon to 14 gallons of pomace.

Treasury Department,
Office of Commissioner of Internal Revenue,
Washington, D. C., April 30, 1904.

The appended decision in the district court of the United States for the middle district of Tennessee is published for the information of internal revenue officers and all others concerned.

J. C. WHEELER, Acting Commissioner

United States District Court, Middle District of Tennessee—No. 9.
United States v. E. B. Cole.

Stipulation.

In this case it is agreed that the records in the internal revenue office show the facts to be as follows:

1. E. B. Cole was a distiller of spirits from fruit and during the season of 1900, from August 1 to November 15, reported on Form 15 to have distilled 18,248 gallons of apple pomace.

2. The internal revenue office reported on Forms 192 that in addition to said pomace so reported as distilled on Forms 15, said Cole received during said period the additional amount of 2,774 gallons of apple pomace.

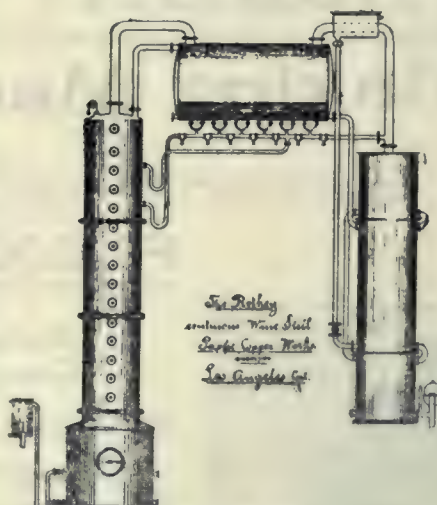
3. The United States gauger's reports show that during said period Cole accounted for and tax-paid from said distillery, 1,232 gallons of brandy.

J. J. JENKINS, Pres.

S. F. MACFARLANE, Secy. and Treas.
AUGUST R. RETHEY, Manager.

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4. The surveyed capacity of Cole's still was 70.13 gallons of spirits per each twenty-four hours of operation.
5. Cole operated during said period three hundred and eighty-eight hours.

Opinion.

Clark, District Judge: In dealing with a case like this it is well enough to bear in mind that revenue laws are not like penal laws, to be strictly construed, but should be construed fairly and reasonably, in such manner as most effectually to accomplish the intention of Congress in passing these laws. *United States v. Stowell* (133 U. S., 1). It seems pertinent to remark, too, that this court is not now dealing with the original question of whether the assessment should have been made, but only with the question of the validity of an assessment already made by the proper officer and the proper authority.

The regulations and instructions so much relied on by the defendant's able counsel in the argument at bar are intended to control the actions of officers concerned with making an original assessment against a distiller, and these regulations and instructions do not purport to furnish rules of evidence for determining the validity of an assessment when that is called in question in this court. It would be quite beyond the province of such regulations and instructions to prescribe rules of evidence for the disposition of suits in this court. Of course, such application of such rules and regulations was never contemplated by the authority promulgating them, but they were designed, as stated, to guide officers in the Treasury Department concerned with the administration of the internal revenue laws.

This misapprehension as to the method in which we are dealing with this assessment and the application of these regulations and instructions apparently underlies much of the argument of the defendant's counsel.

With these preliminary observations the subject of the Department rules and regulations may be dismissed as without application here.

It is also well to remark that the defendant has settled and paid the taxes on so much of the spirits, or brandy, produced at his distillery as he properly reported according to law, and as should have been re-

ported on the quantity of fruit, or pomace reported as received and used, and that is a closed transaction, certainly in the absence of some proper pleading and proper showing on which to open the account.

This suit is not based upon a deficiency assessment, nor for material used in excess of the capacity of the distillery, as estimated, according to law, under the first clause of section 3309. The suit is based on an assessment made under the second clause of section 3309, which provides—

If the Commissioner finds that the distiller has not accounted for all the spirits produced by him, he shall, from all the evidence he can obtain, determine what quantity of spirits was actually produced by such distiller, and an assessment shall be made for the difference between the quantity reported and the quantity shown to have been actually produced, at the rate of ninety cents for every proof gallon.

The taxes were assessed on the ground that it appeared that the defendant had received and used in his distillery 2,774 gallons of pomace, and from which he should have produced and reported spirits produced at the rate of one gallon of spirits for every fourteen gallons of pomace. The suit gives rise to the sharp, single question of the validity of this assessment, and it is clear, beyond necessity for comment, that this suit does not involve the taking of a general account between the Government and the defendant, but involves the single issue whether the Government has made out a case which entitles it to recover.

The assessment itself, it must be borne in mind, is prima facie evidence, and if not impeached is sufficient to justify a recovery, although every fact on which the defendant's liability is ascertained is open to contestation by him. *United States v. Rindskopf* (105 U. S., 418). This is just the situation with which we are now and here dealing.

Besides this prima facie showing in favor of the validity of the assessment, there is a stipulation on file as a part of the proof, in which it is distinctly agreed that the defendant received the 2,774 gallons of pomace, or fruit.

The defendant does not now, by his pleadings or proof, offer to show the accidental destruction of this pomace received by him, the spirits produced from which have never been reported. No showing is made

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as to what became of this pomace thus received, if not used. There is no showing that it was not in fact used, and the stipulation strongly supports the validity of the assessment made for the spirits, which should have been reported in consequence of this otherwise unaccounted for pomace. The fact that the defendant acknowledges receipt of the pomace fully justifies a finding that he used it, in the absence of any explanation otherwise accounting for what became of the material, and the use of the pomace, of course, justifies the conclusion that the defendant produced spirits at the rate of one gallon to fourteen gallons of pomace, which he has not reported or accounted for, and he is therefore justly and legally subject to assessment and to the payment of the tax prescribed by law on the number of gallons thus circumstantially shown to have been produced.

The contention of the defendant's able counsel is based largely on the view that it is necessary to sustain this assessment in a suit brought thereon in this court by testimony direct and positive of the fact that the defendant produced the spirits from the fruit or pomace which he received and used at his distillery, and that this cannot be shown circumstantially. No authority, however, is cited to support this position, except a regulation of the Treasury Department, in respect of which sufficient has been said.

The issues in a suit in this court are to be determined just like any other issue in a civil case, by a fair preponderance or weight of the evidence, and any necessary fact or element may be determined by circumstantial evidence, or by direct evidence, or by both of these combined, as in other cases.

A doctrine which would require direct and positive evidence to the fact that distilled spirits were produced would make it altogether certain that the Government would be defeated in well-nigh every assessment and suit of this kind.

When a distiller is trying in this method to defraud the Government all necessary precaution would be taken to conceal the fact of the production of the spirits from all persons who might be in a position or willing to testify directly to the fact, and it must not be forgotten that in the case of a brandy distiller the Government is not represented by any officer or agent present in a position to detect and testify to a fraud of this kind. A rule requiring direct and positive testimony to the fact that the spirits were actually or certainly produced would make it certain and easy to defraud the Government, and there is no question that it would be defrauded constantly and extensively.

Furthermore, I may repeat and restate that the burden is not on the Government in the first instance to go behind the assessment made and certified, and to show either direct or circumstantially the actual production of spirits in order to uphold the assessment.

As I have pointed out, the assessment is prima facie valid and sufficient to support judgment for the Government unless the defendant is able to show its invalidity. The assessment is good not only on account of the presumption in its favor in the absence of evidence to overturn it by the defendant, but, as I have declared, is strongly supported by the fact admitted in the stipulation, that the pomace was actually received, and from which fact, in my opinion, it is entirely justifiable to infer that the material was used and the proper quantity of spirits actually produced, any contrary view not being sustained by any explanation or showing made by this defendant.

I conclude that the Government has made a case for recovery, and judgment will go accordingly.

Coast News of the Traffic.

San Louis Obispo.—A. Culver of Templeton has purchased the View Hotel from C. Fisher.

Willits.—Wm. Held of Ukiah contemplates starting a brewery in this city.

Redding.—With 36 saloons here, the liquor dealers ask that no more licenses be granted.

Fresno. Sacramento gets the Knights of the Royal Arch meeting in 1905. San Jose bids for its 1906 session.

San Diego. The San Diego Brewing Company has a permit to brew and sell malt liquors and have a distributing point here.

San Mateo. The liquor permits have been increased from 17 to 19.

Selma.—The Trustees will issue no more saloon licenses. It is proposed to pass an anti-saloon ordinance May 7th, to become effective on the 1st.

San Jose.—The Betz brewery and the land occupied by the business has been transferred to the Jacob Betz Brewing and Malting Co. The price was \$175,000.

Eureka.—A new brewery is to be erected on the McDonald at Broadway. Surveys have been made. The parties interested are J. E. Charles Kressman of Los Angeles and A. Palmtag of this city.



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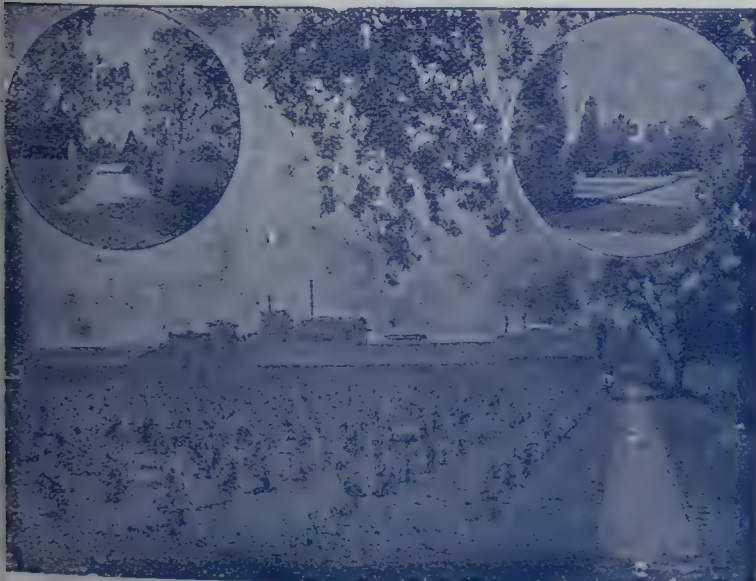
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JOURNAL
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TWENTY-FOURTH YEAR

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VOL. XLVI.

SAN FRANCISCO, JUNE 30, 1904.

No. 8



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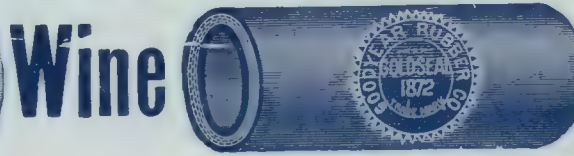
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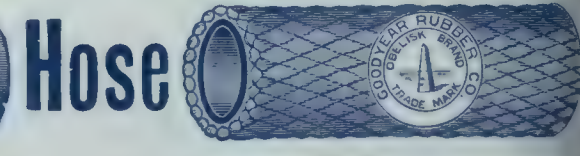
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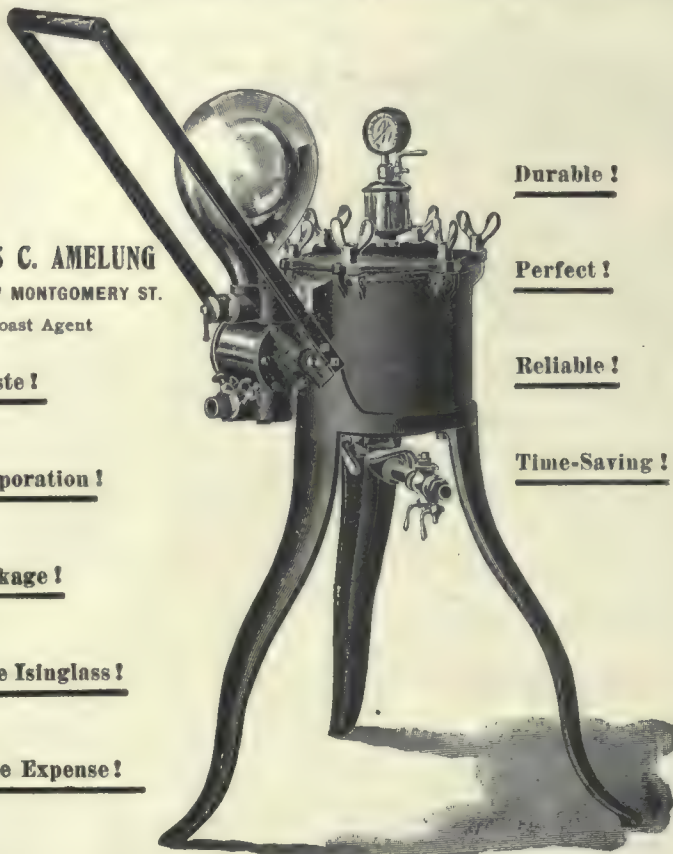
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PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE.

ORGAN OF THE WINE, SPIRIT AND BREWING TRADE OF THE PACIFIC COAST.

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SAN FRANCISCO, JUNE 30, 1904.

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

WINES.—June was a rather dull month with wine dealers. The quietness is not, however, confined to the West. Advices received from New York by the REVIEW and local shippers state that a distinct depression is being experienced in the East and Middle West. One prominent New York wine firm writes that it has expended a lot of money this year from which it is not likely to get returns during the present season at any rate. June and July are naturally quiet months, many of the salesmen being away on their vacations. The quantity of wine shipped to New York during the last two months is slightly below the shipments in the same period a year ago. This is, of course, disappointing to the big firms, who had an increased production and expected that the Eastern requirements would correspondingly increase. As soon as the depression lifts better conditions may be looked for.

The favorable crop prospects will probably have some effect on prices, but it is too early to prophesy on that score. Quotations are maintained at late rates.

Exports to all ports by sea during the month comprised 517 cases and 551,343 gallons, valued at \$185,709. Imports were very much heavier than during May, consisting of 709 cases, 12 casks, 277 boxes, and 4 barrels; in addition to 348 boxes and 75 cases of China wine.

The receipts of wine from interior cellars during the month totalled 1,142,238 gallons.

The delayed report of the April sweet wine production will be found in the usual tables. The total production was 103,834.74 gallons.

BRANDY.—Conditions in the brandy market remain stationary, and prices have not changed. The regular advance of 5 cents a gallon made every half year to cover insurance, storage, interest on money, and evaporation goes into effect on the 1st of July. There is scarcely any old brandy on hand.

The quantity of brandy produced in both districts of the State during May was 21,071.3 gallons.

The receipts of brandy from interior stills in June totalled only 3,200 gallons.

Bonded stocks in the State, on May 31st, 1904, aggregated 1,644,212.2 tax gallons.

Exports by sea aggregated 60 cases and 499 gallons, valued at \$1,762. Imports comprised 40 cases and 25 casks brandy; 10 cases cherry brandy; and two casks and five barrels cognac.

WHISKEY.—These are the "dog days" in the whisky market. All the big houses report dullness of trade. June and July are always quiet months, and this year is proving no exception to the general rule. Perhaps conditions are a little worse than usual on account of the great outflow of visitors to St. Louis. Many people have also left the city on their annual vacation, which has naturally enough had a depressing effect on trade. Some wholesale houses noted a slight improvement in business conditions during the last week of June, and politicians of a certain shade of thought attributed this to "Teddy's" nomination.

Certain it is that the passing of the Republican convention without any unexpected developments had a settling effect on trade generally. After July, whisky merchants look for an improvement in the trade conditions. The Knights' Templar Convention will make things merry for a while; but the pessimists are already prognosticating the reaction that will follow that event. Many houses report that the prospects of country trade are bright.

Exports by sea for the month consisted of 1,238 cases and 7,837 gallons, valued at \$26,737. Imports totalled 30 cases and 380 casks.

Miscellaneous exports during June were heavy, totalling 1,109 packages and 35,433 gallons valued at \$14,749. Included in the miscellaneous exports were 34,172 gallons of alcohol shipped to Japan.

IMPORTATIONS.—The importers had a pretty busy month. Some large shipments arrived, and heavy consignments are now on the way to different houses. There were big arrivals of vermouth and gin. The volume of imports was very much larger in all lines than during the preceding month. Importing houses report fair business conditions.

The imports for June comprised: Wine, 709 cases, 12 casks, 277 boxes, 4 bbls.; China wine, 348 boxes, 75 cases; whiskey, 300 cases, 380 casks; gin, 1,515 cases, 25 casks; brandy, 40 cases, 25 casks; cherry brandy, 10 cases; vermouth, 2,200 cases; bitters, 250 cases; orange bitters, 7 cases; absinthe, 200 cases; cognac, 2 casks 5 bbls.; Am. picon, 25 cases; champagne, 1 case; spirits, 423 cases; beer, 76 bbls.; liquors, 40 cases; sake, 254 packages; mineral water, 160 cases; apollinaris, 1,130 cases; syrup, 75 bbls.

BEER.—While whisky dealers are complaining of the slackness of trade, the local brewers are reaping the harvest. This is the busy time of the year for beer houses and a good volume of trade is reported in both the local and import market. The receipts by rail were heavier than during May. The imports by sea totalled 76 bbls., against nil in the previous month. The exports by sea were small amounting to only 388 packages bottled and 79 packages bulk valued at \$8,140.

California Wines at the World's Fair.

THE unique and handsome exhibit of California wines at the St. Louis World's Fair, which is the most beautiful and commanding feature of the Agricultural Palace, was opened during the month. California wines are receiving an advertisement the like of which they have never before had.

At the formal opening of the county exhibits from California at the Fair on the 28th inst., the wines of this State were liberally dispensed, and were spoken of in the highest terms of praise. Claret punch was served to the throng in unlimited quantities, and rare wines were poured out for the special guests. President Francis of the Exposition was one of the guests, and he remarked to Governor Pardee that "no country in the world could produce better wine than California." On this occasion the wine temple was reserved for the special guests, ropes being stretched across the opening to debar the general public. Chicken sandwiches, fruit salads and the choicest of California wines were served. Manager Haber was master of ceremonies.

Important Ruling for Importers.

WASHINGTON, June 27.—Reductions in the rates of duty now charged by the United States on importations of liquors were announced to-day which, it is estimated, will double the importation of French absinthe alone, to say nothing of other liquors and cordials.

The ruling affects all fancy drinks, the most of which come from the Latin countries. It follows the decision of the customs board of appraisers of New York recently announced, in which it is declared that cordials imported from France are entitled to much lower duty than that levied upon them in the past.

Because of this decision the Treasury Department today announced it had decided that the same privilege was allowed by Germany, Italy and Portugal, and that these countries may now export their cordials, liquors, absinthe, snack, kirchwasser, and ratafia into the United States at a duty of \$1 75 per gallon instead of \$2 25 as before.

It is generally conceded that the new ruling means a large increase in the amount of cordials brought to this country, as all retail dealers in this class of liquors will not be able to obtain them at a much lower price.

A Hardship on Small Brandy Producers.

THE amended regulation governing the assessment and collection of the tax on fruit brandy, issued by Commissioner of Internal Revenue Yerkes, and published in the last issue of the PACIFIC WINE AND SPIRIT REVIEW, will not affect the large distillers of brandy in this State; but if rigidly enforced will be a hardship on the small distillers up in the mountains. The new regulation reduces the free time from approximately four months to less than 30 days on all brandy distilled that is not removed for fortification of sweet wine or deposited in bonded warehouses. Under this ruling, which is now in effect, brandy must be reported for taxation on the 10th of the month following its production. Heretofore, it has been the practice to allow 90 days to expire and to report for taxation on the 10th day of the month following the expiration of the 90 days.

As far as California is concerned, the ruling will not affect the large brandy distilleries, because none of them makes brandy for immediate tax paying. They either use the brandy for fortification of sweet wines or bond it, in which latter event they are allowed eight years in which to pay the tax.

But in the case of the owners of small mountain distilleries the new regulation amounts to a positive and unnecessary hardship. These small distillers make from two to twenty barrels of brandy a season. It will be practically impossible for them to abide by the provisions of the new regulation, for this reason: They operate their distilleries for about two or three days in each month for about three months, and naturally they would not be ready for the gauger until their entire produce is worked up. Probably the entire product in California upon which tax is immediately paid does not exceed 1,000 barrels in one season. If the gauger is going around to each plant every month during the brandy producing season, it will greatly enhance the cost of collecting the revenue.

Another Heavy Crop Probable.

ALL indications point to the grape crop this year being a particularly heavy one. All the San Francisco owners of vineyards report that the outlook is very favorable, and barring accidents there should be a yield quite as big as that of last year. If this is realized, it will mean that California has had three prolific yields of grapes in succession. Such a thing has never happened before, two successive heavy crops being the best record heretofore. It seems likely that the unexpected occurrence of a large yield this year will cause a reduction in the price of grapes.

Mr. Clarence A. Wetmore, of the firm of Wetmore-Bowen Co., returned from the Livermore district last Monday. Speaking to a representative of the PACIFIC WINE AND SPIRIT REVIEW, he said:

"At Livermore everything is looking very well indeed. The prospects are that there will be a crop about the same as that of last year—in some places a little heavier, and in some places a little lighter—but on the whole about equal to the last one. The vines are making splendid growth. There is more foliage on them than I have ever seen. This means, of course, that the grapes will be well protected from the sun. The only danger now is the possibility of sunburn. The grapes are subject to this danger up to the time of picking—the middle of September. If there is any very hot weather before that date it may do damage, but this danger is not a very great one, and we are pretty safe now in saying that the crop is secure.

"I have never before known three big crops in succession. The effect will be, I apprehend, to lower the price of grapes. I should think the average price will be about \$14 or \$15 a ton, as against about \$16 a ton last year. The California Wine Association, being the largest buyers, will naturally fix the price."



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VINEYARDS AND WINES OF SANTA CRUZ COUNTY

OF the few vineyards adjoining the town of Santa Cruz which I have inspected, the only one worthy of special note is that of the Pedemonte's Company. It has an area of about 50 acres, is planted on a very steep hillside on a sandy adobe and sandstone soil, and looks quite vigorous. It bore a large crop of grapes last year, although showing many "oil spots" of phylloxera and California vine disease. The vineyard is located only 1½ miles from the city, and is so low and so near the ocean that it is only by chance that the grapes become ripe. However, the claret of 1902, made of Zinfandel and Black Cluster (Chauche Noir), which I have tasted, was good and had a fine bright color.

Only one mile from the city is located the famous cellar of the Ben Lomond Wine Company, which is built at the foot of a very steep hill, and consists mostly of tunnels dug in the solid rock, where the wines are matured slowly, thanks to the temperature being equable and low during winter and summer. Red and white wines are made there in large quantities from grapes coming from all the surrounding districts. A grey Riesling of 1886, and blends of 1899 and 1900, show the good quality and flavor and the special characteristics of the Santa Cruz County grapes, and are sufficient in themselves to build up a reputation for light table wines.

The little vineyards of Soquel and of other small districts near the city are so much exposed to the ocean breeze and fog that they do not count for anything.

The vineyards of the Vine Hill district begin at a distance of five miles from the ocean, at an elevation of 400 feet above the sea level, and end nine miles from the ocean, and at an elevation of 1250 feet above the level of the sea. Most of them showed an exuberant growth and produced a large crop last year. In fact, they were the finest I have seen since 1897. The Vine Hill district is the section *par excellence* for grape growing. There the climate is an ideal one. The spring is mild during the period of the leafing out of the vine, the warmth is moderate during its flowering, and the temperature never rises above 90 degrees during its period of maturity. Thus very fine and juicy grapes, representing all the best dry wine and late table varieties, are grown. They are trained on horizontal wires, after the Cazenave's method, and raised two feet or more from the ground.

The late table grapes (Emperor, Cornichon and Verdal), are mostly shipped to the States of Utah, Colorado, Texas and Kansas, and to the Territories of Arizona and New Mexico; also to the Republic of Mexico, through Wells, Fargo & Co., who take the orders and distribute them among the growers.

The vineyards in the Vine Hill district are larger and more numerous than in any other district. In my opinion the finest of all, so far as the varieties of dry wine and table grapes, as well as the general appearance are concerned, is the vineyard of Mr. F. W. Galbraith. Unhappily, no wine is made there, the grape crop being invariably sold to the Ben Lomond Wine Co. But at Mr. Doghera's winery, which is about seven miles further on, I have tasted some very fine claret of 1902 and 1901; and, at Villa Fontenay, which is 1200 feet above the sea level, and is the

oldest vineyard of the county, I have tasted a 1898 Burgundy which was as good as could be desired.

However, it was at the last vineyard of the district, which is owned by Mr. W. Erdmen, that I tasted the finest dry white wines, of from one to seven years old. His 1899 Johannisberg and 1900 Franken Riesling cannot be excelled in any part of California.

The vineyards of the Valencia district prove also that there the climate, soil and location are very favorable to grape growing. The elevation is from 500 feet to 1200 feet above sea level, and the distance from the ocean from five to seven miles. The highest part of this district has particularly impressed me by its warmer exposure, and its rich and deep soil, which is so sandy that it can be worked at any time of the year. It is there that the Hihn Co's. vineyard is situated. It is planted to the best French dry wine varieties, showing the most exuberant growth and a heavy crop.

Other vineyards, mostly planted to table grapes, look very good and produce fine grapes. The lower part of the district is not so warm, and the soil is of sandy adobe and sandstone, as are most of the soils of the county.

The vineyards of the Boulder Creek district are mostly vigorous and healthy. They are planted at an elevation of 600 feet to 1500 feet above the sea level in a deep and rich soil—mostly sandy adobe. The finest of all, representing fifteen varieties of grapes of from one to twenty-three years old, is Mr. William Horstmann's vineyard. It is located five miles from the railroad station, at an elevation of 100 feet above the sea level.

In this district wine made from the same varieties of grapes, but grown in sandstone and sandy adobe soils, differ very greatly, the greatest difference existing between the wines of Mr. Horstmann and those of Mr. Miller. A superior white wine and a common claret are made at Mr. Horstmann's, while a superior claret and a common white wine are made at Mr. Miller's. Very fine table grapes, especially Tokay and Verdal, are also grown in this district.

The vineyards of the Wright district are not so vigorous or so productive as those of the other districts. They are all planted in clay and in argilo-silicious soils, and many of them are of table grapes only. The largest wine grape vineyard is owned by Mr. E. E. Meyer, and covers an area of over 50 acres. This is the only vineyard grafted on resistant stocks, with the exception of a block of Sauvignon Vert, which was grafted twelve years ago on *Vitis Californica*, and is still bearing heavily, although badly infected in some places with the phylloxera. Mr. Meyer owns a very convenient winery, where he makes on an average 80,000 gallons of wine. His Traminer and Franken Riesling, which he makes a specialty, are excellent, and sell at high figures.

At Mr. Hoops' I have seen several varieties of resistant grafting stocks and hybrids which he grows for experiment. A single one, grafted two years ago to Charbono, especially attracted my attention by its exuberant growth and heavy crop, and Mr. Hoops told me that the stock was a Champion. This fact should prove to the Thomases that the Champion is at home in a dry clay soil and is a good grafting stock.

Mr. Hoops, who is himself prejudiced against anything that is not favored by professors of the University of California, was compelled to admit that the Champini was "promising."

All the vineyards of the Ben Lomond district, with the exception of one, are rather old, but most of them produce good crops of dry wine grapes. The production of table grapes counts for nothing there, although some very fine varieties are grown and bear very handsome clusters—as Mr. Waldo's, for instance. The first vineyard is reached after following from Santa Cruz the most picturesque and scenic road for about ten miles. It is planted mostly to red grapes and grey Riesling in the richest redwood soil. Similar to the soil of the highest part of the Valencia district. The largest vineyard is the Ben Lomond Vineyard, which has an area of 125 acres, and is planted on a table land in fine loam and very sandy adobe soils, at an elevation of 2,200 feet above the sea level. Its reputation for producing fine varieties of grapes and making superior wines was achieved several years ago.

About five miles further on is located the vineyard of Mr. McLaughlin, which is the only one of the district planted in clay and sandy-clay soils. It produces fine and excessively sweet red grapes.

The last vineyard of this district is located 25 miles from Santa Cruz at an elevation of 2,400 feet above the sea level, and is planted in a very fine sand soil. It contains 35 acres, and is the finest of the district. It surprised me by its wonderful growth, health and crop, and also by its training and cultivation. It is owned by Messrs. Roberts and Chittenden, who make a specialty of grey Riesling.

The vineyards of the Glenwood district are mostly planted on hills so inaccessible that I visited only two of them—and nearly broke my legs and neck in doing so. Inquiring of two residents how such vineyards could be cultivated, even by hand, they told me that they had been planted and were now cultivated by Japanese wire performers, which story I firmly believed. However, I have been told that these vineyards produce good crops and good wine grapes, which I sincerely believe, for the California Wine Association makes from 300,000 to 500,000 gallons annually in the winery managed by Mr. Rankin, the executive of the beloved California Wine Makers' Corporation.

The advantage of Santa Cruz County over all other counties for producing fine dry wine grapes and light table wines are manifold.

The climate is the principal factor to be considered. Here, the spring is so mild that the buds of the vine are never injured at their opening by early frosts, and the young and early shoots are never nipped by later ones. During summer there is just heat enough to properly mature the grapes, without drying or scorching them.

The second factor to be taken into consideration is the soil. There it is not only virgin and rich, but very loose and friable; so much so that it can be worked at any time of the year, and the roots of the vine can penetrate it easily and draw nourishment as well as moisture from below.

The last factor is the location. There it is on well-exposed hillsides, at an elevation of from 400 to 2,400 feet above the sea level. It is an ideal one for the grape vine, which fact was well known by the Romans, who used to say "Vitis amat colles." It is also an ideal one for the vinedresser, who always feels invigorated by breathing a pure and balmy atmosphere. He never feels tired, but always elevated by the inspiring grandeur of his surroundings.

In Santa Cruz County there are only 2,000 acres planted to grapes, and twenty wineries. The vines are from one to twenty-five years old, and the wineries are turning out fine table wines. The viticultural industry in this county is therefore long past the experimental stage, and any one looking for an ideal place for profitably growing light table wines should not hesitate to settle in Santa Cruz County. In Valencia district, land can be bought for from \$15 to \$25 per acre, according to the amount of timber there is on it. In Boulder Creek District it can be bought for from \$10 to \$25; in Ben Lomond district for \$50; and in the Vine Hill district for from \$50 to \$100 per acre.

Of the 2,000 acres planted to grapes, I have inspected 1,400 acres, representing 36 vineyards; and, as I have said, only one, Mr. E. E. Meyer's, is nearly all grafted on resistant stocks. All the others are on their own roots; and, although I have not found a single one not affected more or less by the California vine disease, and many by the phylloxera, or by both diseases, I can safely say that Sonoma, Napa, Santa Clara and San Mateo Counties cannot show a single vineyard, whether grafted on resistant or not, comparable to the average vineyards of Santa Cruz County.

The vineyards most affected by the California vine disease and phylloxera are the Ben Lomond Wine Company's, Villa Fontenay, Mr. Doghera's, Miss Kloss's and Mr. Brahm's—the last three are separated only by a road. Two young vineyards—of one and two years old—also show badly the California vine disease, although they are far distant from others, simply because the cuttings were from affected vineyards; a fact which well proves how contagious and cumulative is this disease.

WM. JULIEN LAFERRIERE.

Napa, June 22, 1904.

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LOS ANGELES DEPARTMENT



LOS ANGELES, June 21.—In the prospect of a big vintage for the year and the knowledge of a full cooperage in the cellars, the wine-makers of the South hint at a price for grapes that will be lower than last year. One of the principal wine men of Los Angeles says he thinks the price for grapes this year will not be more than \$8 and \$10 a ton. This estimate may be too low, but there seems to be no doubt that the price will not be up to that of last year.

Despite this fact, an authority says he thinks that the production of wines this year will exceed that of last year by at least half a million gallons. For this additional product much new cooperage must be provided. Wine-makers are already preparing for the handling of the great crop of grapes that seems to be a certainty.

Growers of grapes in the lowlands have carried out their threat to open a winery of their own and make up their own fruit. They are putting up a winery at Artesia with cooperage bought from Roberts, of the San Bernardino winery. Other growers are expected to do likewise, but the regular wine-makers say they are not afraid of being unable to get all the grapes they need.

Secondo Guasti, president of the Italian Vineyard Company, has returned from a three-months trip in Europe where he mixed business with pleasure in looking over the wine business. As has been reported in these columns, he made an effort in England to convert the sherry drinker of that country to the belief that the California wine is superior to that produced elsewhere. Mr. Guasti is satisfied with the result of his efforts though the conversion of the British sherry drinkers cannot be accomplished all at once.

At Cucamonga, the new winery of the Italian Vineyard Company is being completed. The cooperage is now being put in. The great vineyard surrounding the winery is doing finely. The company has found, by drilling a well, an ample supply of water for all purposes.

James A. Barlotti, of the Italian Vineyard Company, was one of the speakers at the recent celebration by the Italian colony to mark the anniversary of the adoption of the constitution by Italy.

Henry Laub, long known as traveling salesman for Grabfeller, of Louisville, is going into business for himself in Los Angeles. He will open a wholesale liquor house in Broadway, between First and Second Streets.

C. Zinkand, proprietor of the Imperial cafe, has sold out for \$35,000 to H. E. Milling and Max Nickel. Mr. Milling came to Los Angeles recently from New York, where he was connected with the Waldorf-Astoria hotel, and Mr. Nickel has been bookkeeper for the Imperial. The purchase of the place was celebrated by the local salesmen of wholesale houses with a banquet to Mr. Milling, who, as assistant manager of the Imperial, has always insisted upon buying his supplies from the local houses.

Col. Andreas Cerri, of the Italian Royal Army, came on a mission to California. He passed several days in Los Angeles before going to San Francisco, and was the guest

of the resident Consular Agent of his country, B. Cas-truccio. It is learned he is investigating the wine industry of California to ascertain, if possible, why the producers in this State are playing such havoc with Italy's market for wines. Italian wine makers have been wondering why the sales of their products are dropping off and the government sent Colonel Cerri out here to find out what he can. The visitor from Italy was much surprised to see the extent of the Southern California wine industry, and he quickly realized why the State is taking the lead in the sales. He paid a visit to the big Cucamonga establishment of the Italian Vineyard Company and opened his eyes wide.

Fifty barrels of sherry were shipped June 10, by the West Glendale Wine Company, to a large wine concern in Sandusky, Ohio. More similar shipments are to follow.

William G. O. Fox, for many years the trusted lieutenant of Henry Baer, of the Los Angeles Wine Company, passed a week in June at Catalina, enjoying a well-earned vacation.

Ed Green is again in business as the Green Valley Wine Company, in South Main Street.

It is reported that liquor men of Santa Barbara, for their own protection, have determined upon backing a newspaper

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Napa and Sonoma Wine Company



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THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
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The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

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San Francisco, Cal.



be conducted in their interest and combat the prohibition movement. Not a newspaper in the South will dare openly defend the liquor interests and oppose the proposition to close up all saloons.

When Mrs. M. W. Tucker applied to the county supervisors for a retail liquor license for her hotel at Lamanda Park, she found herself opposed by the prohibition element of the neighboring city of Pasadena.

Just after Gus Holmes sold his Angelus hotel, he gave the various employees of the house money presents amounting to \$4,000.

Hilderbrand, Posner & Co., of San Francisco, have caused the arrest of Oscar Lazansky, who has been doing business in this city as the Santa Cruz Vintage Company. He is charged with embezzling several hundred dollars from the San Francisco house while acting as agent.

Schneider & Fieber will call their new place in the Herman W. Hellman basement, the Cafe Bristol. It will be the finest of the kind in the West.

Dan Jerrue has completed his new block at Avalon, Catalina Island, and it will be one of the show places of that port this summer. His business block has a roof garden that will prove to be a great attraction to tourists.

Will Salter, of Salter & Weber, has sold at a profit of \$2,600, his home place in East Sixth Street and bought a fine dwelling at 5200 Brighton Avenue, where he will receive his friends.

Rol King, former proprietor of the Richelieu, will have a great place in Ocean Park as soon as certain details are completed. He will have a fine cafe on the beach and a hotel will be put up to run in connection with it.

C. F. A. Last and Adloff & Hauerwass are accused of being in politics in the interest of Supervisor Wilson. This is terrible. W.

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.

News of the Northwest

SEATTLE, Wash., June 15, 1904.—No measure before the City Council within the past ten years has aroused such wide spread opposition as the proposed ordinance granting a beer garden license at Madison Park to Henry Beck. Unless Beck withdraws his application for the license before it comes up it is almost certain to be doomed to defeat in the council chamber, or if not there in the Mayor's office. Although Mayor Ballinger still refuses to intimate what his action will be if the ordinance ever comes up before him, it now stated without reservation by his friends that he will veto it.

A petition is being generally circulated among business men, saloon-keepers, and variety house proprietors, and everybody spending the business hours below Yesler Way, praying that the town be thrown wide open during the retail clerks' Mardi Gras, from July 19th to 30th. The paper, it is said, is being largely signed and when the work has been completed it will be a voluminous document.

The Washington Anti-Saloon League will make a fight for the passage of a local option bill that will give county, town and precinct control of liquor traffic. This is the principal piece of new legislation outlined in the report of Dr. J. C. Thomas, State superintendent of the society, at a meeting of the association held last night in the lecture-room of the Plymouth Congregational Church. Dr. Thomas urged a number of other legislative reforms, but the fight for the society will be centered on the local option bill.

This measure passed the last legislature, but was vetoed by the Governor. Politics played some part in the bill's passage, but the Anti-Saloon League is confident that the measure can be forced through again and the legislative committee will make an energetic fight in its behalf at Olympia next winter.

Lithgow & Hill Co. have succeeded F. A. Buck & Co., the wholesale wine and liquor dealers, and will continue the business at 210 First Avenue South.

State Liquor Dealers will make a fight against the election of A. E. Mead, Republican nominee for Governor.

There are upwards of 3,000 liquor dealers in the State, and the declaration of war upon Mead made by the liquor men means a loss of fully 15,000 votes, if the saloon men remain in line. It is Mead's record as prosecuting attorney in Whatcom County that has aroused the liquor dealers. He is accused of having attempted a persecution of liquor interests and the record that, in January, 1900, he made a crusade against saloon interests, endeavoring to enforce a Sunday closing movement that was popular in the country, has been shown to saloon men, who fear a similar attack if he is elected Governor.

SOUND NOTES.

Fred Fay is in the toils of the law for making "moonshine" whisky at River Park. He was arrested by Marshal Hoffman, of South Park, and Deputy Sheriff Mike Kelley for conducting an illicit distillery. The still was found in an old house which Marshal Hoffman had been keeping an eye on for several weeks. He gathered all the evidence he could against the place and then took Deputy Sheriff Kelley into his confidence.

Miller & Olson Co. have purchased the Seattle Bar on First Avenue from the former proprietors, Martin & Casey.

Keystone Liquor Co. have recently employed Mr. C. D. Hoffman, who will represent them in the territory east of Seattle. Mr. Hoffman was formerly with Rothschild Bros., Portland, Ore., and is a well-known and popular liquor salesman.

M. J. Feeney, of Everett, Wash., has sold out to Ed. Fletcher of La Conner, who will continue the business.

Letchner & Nelson are opening a place at the corner of South Second Avenue and Washington Street, to be known as the People's Cafe.

Peters & Jackson have recently opened a saloon at Aberdeen, Wash.

Oliver Brownfield is preparing to open a saloon at Chelan, Wash.

National Surety Company

Capital and Surplus, OF NEW YORK \$1,000,000.00

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San Francisco

Frank Bargenson is to open a saloon at Bellingham, Wash., soon.

Wholesale liquor houses have got together on a plan by which they all close at 1 P. M.

M. Paterson, of Mt. Vernon, Wash., recently failed.

Clancy Bros., who for twenty years have occupied the same corner, have sold out to the Seattle Brewing and Malting Co. It is rumored that the Seattle Brewing and Malting Co. made the purchase for some one else. The stand is one of the longest established in the Northwest.

Mr. Bremer, of the firm of Bremer & Reynolds, is going on a pleasure trip to Panama.

C. F. Hinnman, of Anacortes, Wash., has gone out of business.

Migliavacca Wine Co. are putting Coat Club Whisky on the market. They report good sales on the goods. It's their own product.

E. G. de Ry will open a saloon and cafe at 1006 First Avenue. It will be a first-class place and known as the Cafe Edelwiss. W. S.

A Good Opportunity to Push our Wines.

A **SPLENDID** opportunity to advertise California wines and brandies abroad will be furnished next year by the universal and international exposition, which will be held at Liege, Belgium, opening in April, 1905. This exposition will make a special showing in industrial and agricultural achievements. It has been inaugurated under the most favorable auspices and should receive special attention from California, for the reason that it presents an unusual opportunity to obtain a market for California productions among a class of consumers who could use a very large proportion of California products.

Liege is situated but one and one-half hours from Brussels and Antwerp. Antwerp has third place in the great seaports of the world, ranking next to London and New York. It is a curious fact that although some California products reach Antwerp, none so far have got into

Liege or are generally known in the interior of Belgium. All data concerning the Exposition may be obtained by writing to Hon. Rene Halewyck, Consul for Belgium, 207 Battery street, San Francisco, or to Professor Albert Van der Naillen, Exposition Commissioner to the Liege, Belgium, Exposition, 113 Fulton street, San Francisco. Professor Van der Naillen has been to Europe five times during the past seven years. He states that Hamburg, Germany, seems to have captured exclusively the market for California dried fruits and wines and that all dried fruits used in the interior of Belgium are bought from Hamburg. Lieutenant-Governor Alden Anderson, manager of the California Fruit Distributors, has written the California Promotion Committee that he considers that the field presented for California products at this Exposition is excellent, and that they have obtained better results from the Paris Exposition than from any other.

Why not Free Grape Spirit?

AT the session of the pure food committee appointed by Congress to fix the standards for pure foods held in New York City, Mr. W. E. Hildreth of the Urbana Wine Co., recommended the use of cologne spirits for the fortification of sweet wines, as the cologne spirits having no flavor did not injure the flavor of the grape. He said that he was opposed to the use of artificial coloring or preservatives and strongly urged that all artificially charged wine should be labeled as such.



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**Analysis of Wines, Malt and Distilled Liquors
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California at the Fair.

MR. J. A. FILCHER, the Commissioner of California to the St. Louis Exposition, paid a hasty visit to the State during the month. He stated that the exhibit made by the Golden State had attracted a great deal of attention, and had already been highly advantageous in an advertising way.

The State building is conducted with genuine California hospitality and its doors remain open until bedtime, while in many of the other exhibits the employes close up and go up the pike to take in the sights. Having a generous surplus of lemons, etc., on hand, the commission keep plenty of lemonade, mineral water and wine on tap, and all of their guests receive their share whenever they call.

The interior of the California building is a very cosy place and is becoming a favorite lounging place for the fair officials. The horticultural and agricultural displays of this State far outstrip in every particular those of any other State, and California has many features that none of the other States have ever thought of.

One of the principal objects of Mr. Filcher's visit to California was to arrange for the shipment of quantities of fresh fruit to the fair. He has obtained from the rail-

way corporations a special rate of \$3.50 per hundred pounds delivered in the Exposition grounds.

Mr. Filcher stated that the Cordova Company had forwarded to the Fair a barrel of port, and a barrel of sherry, with twelve dozen cases of claret and other wines, freight prepaid. "The barrels are handsomely hooped and polished," said the Commissioner, "and we will set them up in headquarters and serve their contents to visitors out of glass decanters with the name of the company on each glass."

Hospitality Appreciated.

THE Secretary of the National Association of Retail Grocers has written to the Italian-Swiss Colony a letter thanking the corporation for the "great pleasure that was conferred by the visit of our dealers to your great vineyard and wonderful wine houses." On that occasion, he says, the grocers enjoyed an opportunity never before had, and one that is not likely to come to them again. "We cannot wonder," the letter concludes, "hereafter at the fame attained by California wines nor that they should come to be regarded as the superior vintage of the world." A resolution of thanks adopted by the Retail Grocers' Convention is also forwarded to the Italian-Swiss Colony.

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE

WINE AND BRANDY EXPORTS BY SEA

From May 25, 1904, to June 25, 1904.

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TO NEW YORK.

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San Juan....	N York via Panama	Lachman & Jacobi.....		15,308
"	"	Gundlach-Bundschu Co.....		7,500
"	"	C Schilling & Co.....		15,510
"	"	French-American Wine Co.....	2	8,684
"	"	California Wine Association.....		25,000
Newport....	"	Overland F & T Co.....		4,000
"	"	C Schilling & Co.....		12,900
"	"	Lachman & Jacobi.....		14,842
"	"	Gundlach-Bundschu Co.....		5,000
"	"	French-American Wine Co.....		780
"	"	California Wine Association.....		62,500
"	"	Gaffney Drayage Co.....		3,100
"	"	Lenormand Bros.....		309
"	"	Gundlach-Bundschu Co.....		10,000
"	"	Capelli Bros.....		500
"	"	Italian-Swiss Colony.....		12,750
"	"	Lachman & Jacobi.....		33,417
"	"	California Wine Association.....		50,080
"	"	French-American Wine Co.....		3,848
"	"	Sutter Home Distilling Co.....		260
"	"	Geo West & Sons.....		500
"	"	California Wine Association.....		120,000
"	"	Geo West & Sons.....		5,000
"	"	Lachman & Jacobi.....		27,004
"	"	French-American Wine Co.....		832
"	"	Gundlach-Bundschu Co.....		10,000
Total.....			2	449,569
Value.....				\$143,881

TO CENTRAL AMERICA.

Hermonthis..	Champerico.....	California Wine Association.....	700
"	Ocos.....	C Schilling & Co.....	168
"	Corinto.....	California Wine Association.....	200
"	Champerico.....	"	359
San Juan....	Panama.....	E G Lyons Co.....	200
"	"	Italian-Swiss Colony.....	20 1,430
"	Corinto.....	California Wine Association.....	36
"	Champerico.....	Hilbert Mercantile Co.....	80
"	San Jose de Guat.....	California Wine Association.....	500
"	Champerico.....	Crown Distilleries Co.....	120
"	"	E G Lyons Co.....	48
"	"	Gundlach-Bundschu Co.....	1,200
"	Punta Arenas.....	C Schilling & Co.....	832
"	La Union.....	"	208
"	San Jose de Guat.....	"	40
"	Corinto.....	"	8
"	La Union.....	L F Lastreto.....	351
"	Punta Arenas.....	"	91
Serapis.....	Tumaco.....	C Schilling & Co.....	27
"	Ocos.....	French-American Wine Co.....	308
"	Acajutla.....	L F Lastreto.....	28
Newport....	Panama.....	California Wine Association.....	110
"	Amapala.....	Gundlach-Bundschu Co.....	1,500
"	San Jose de Guat.....	Thannhauser & Co.....	153
"	Amapala.....	J T Wright.....	320
"	San Jose de Guat.....	W P Fuller & Co.....	32
"	La Union.....	Mohns & Mohns.....	31
"	Acajutla.....	"	150
"	Corinto.....	"	359
"	Amapala.....	C Schilling & Co.....	118
"	Corinto.....	"	24 340
"	Panama.....	"	6 40
"	La Libertad.....	California Wine Association.....	900
"	La Union.....	"	300
Cy of Sydney	Panama.....	E G Lyons Co.....	189
"	Acajutla.....	J T Wright.....	1,250
"	San Jose de Guat.....	Italian-Swiss Colony.....	82
"	Corinto.....	Gundlach-Bundschu Co.....	225
"	Champerico.....	"	124
"	Acajutla.....	C Schilling & Co.....	800
"	San Jose de Guat.....	"	450
"	Corinto.....	"	6 54
Cy of Peking	La Libertad.....	Bertin & Lepori.....	30
"	Acajutla.....	C Schilling & Co.....	162
"	San Jose de Guat.....	Mohns & Mohns.....	140
"	Acajutla.....	E G Lyons Co.....	500
"	Tumaco.....	L F Lastreto.....	54
Total.....			104 15,294
Value.....			\$7,484



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ATTESTED BY THE

Enormous Gain in Importations

—OF—

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The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

California at the Fair.

MR. J. A. FILCHER, the Commissioner of California to the St. Louis Exposition, paid a hasty visit to the State during the month. He stated that the exhibit made by the Golden State had attracted a great deal of attention, and had already been highly advantageous in an advertising way.

The State building is conducted with genuine California hospitality and its doors remain open until bedtime, while in many of the other exhibits the employes close up and go up the pike to take in the sights. Having a generous surplus of lemons, etc., on hand, the commission keep plenty of lemonade, mineral water and wine on tap, and all of their guests receive their share whenever they call.

The interior of the California building is a very cosy place and is becoming a favorite lounging place for the fair officials. The horticultural and agricultural displays of this State far outstrip in every particular those of any other State, and California has many features that none of the other States have ever thought of.

One of the principal objects of Mr. Filcher's visit to California was to arrange for the shipment of quantities of fresh fruit to the fair. He has obtained from the rail-

way corporations a special rate of \$3.50 per hundred pounds delivered in the Exposition grounds.

Mr. Filcher stated that the Cordova Company had forwarded to the Fair a barrel of port, and a barrel of sherry, with twelve dozen cases of claret and other wines, freight prepaid. "The barrels are handsomely hooped and polished," said the Commissioner, "and we will set them up in headquarters and serve their contents to visitors out of glass decanters with the name of the company on each glass."

Hospitality Appreciated.

THE Secretary of the National Association of Retail Grocers has written to the Italian-Swiss Colony a letter thanking the corporation for the "great pleasure that was conferred by the visit of our dealers to your great vineyard and wonderful wine houses." On that occasion, he says, the grocers enjoyed an opportunity never before had, and one that is not likely to come to them again. "We cannot wonder," the letter concludes, "hereafter at the fame attained by California wines nor that they should come to be regarded as the superior vintage of the world." A resolution of thanks adopted by the Retail Grocers' Convention is also forwarded to the Italian-Swiss Colony.

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE

WINE AND BRANDY EXPORTS BY SEA

From May 25, 1904, to June 25, 1904.

WINE.

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
San Juan....	N York via Panama	Lachman & Jacobi.....		15,303
"	"	Gundlach-Bundschu Co.....		7,500
"	"	C Schilling & Co.....		15,510
"	"	French-American Wine Co.....	2	8,684
"	"	California Wine Association.....		25,000
Newport....	"	Overland F & T Co.....		4,600
"	"	C Schilling & Co.....		12,900
"	"	Lachman & Jacobi.....		14,842
"	"	Gundlach-Bundschu Co.....		5,000
"	"	French-American Wine Co.....		780
"	"	California Wine Association.....		62,500
Cy of Sydney	"	Gaffney Drayage Co.....		3,100
"	"	Lenormand Bros.....		309
"	"	Gundlach-Bundschu Co.....		10,000
"	"	Capelli Bros.....		500
"	"	Italian-Swiss Colony.....		12,750
"	"	Lachman & Jacobi.....		33,417
"	"	California Wine Association.....		50,080
"	"	French-American Wine Co.....		3,848
"	"	Sutter Home Distilling Co.....		260
"	"	Geo West & Sons.....		500
Cy of Peking	"	California Wine Association.....		120,000
"	"	Geo West & Sons.....		5,000
"	"	Lachman & Jacobi.....		27,004
"	"	French-American Wine Co.....		832
"	"	Gundlach-Bundschu Co.....		10,000
Total.....			2	449,569
Value.....				\$143 881

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"	Ocos.....	C Schilling & Co.....	168
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"	San Jose de Guat.....	California Wine Association.....	500
"	Champerico.....	Crown Distilleries Co.....	120
"	"	E G Lyons Co.....	48
"	"	Gundlach-Bundschu Co.....	1,200
"	Punta Arenas.....	C Schilling & Co.....	832
"	La Union.....	"	208
"	San Jose de Guat.....	"	40
"	Corinto.....	"	8 351
"	La Union.....	L F Lastreto.....	91
"	Punta Arenas.....	"	27
Serapis.....	Tumaco.....	C Schilling & Co.....	303
"	Ocos.....	French-American Wine Co.....	28
"	Acajutla.....	L F Lastreto.....	110
Newport....	Panama.....	California Wine Association.....	1,500
"	Amapala.....	Gundlach-Bundschu Co.....	153
"	San Jose de Guat.....	Thannhauser & Co.....	320
"	Amapala.....	J T Wright.....	32
"	San Jose de Guat.....	W P Fuller & Co.....	31
"	La Union.....	Mohns & Mohns.....	150
"	Acajutla.....	"	359
"	Corinto.....	"	118
"	Amapala.....	C Schilling & Co.....	24 340
"	Corinto.....	"	6 40
"	Panama.....	California Wine Association.....	900
"	La Libertad.....	"	300
"	La Union.....	"	189
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"	Acajutla.....	J T Wright.....	82
"	San Jose de Guat.....	Italian-Swiss Colony.....	225
"	Corinto.....	Gundlach-Bundschu Co.....	124
"	Champerico.....	"	800
"	Acajutla.....	C Schilling & Co.....	450
"	San Jose de Guat.....	"	54
"	Corinto.....	"	6
Cy of Peking	La Libertad.....	Bertin & Lepori.....	30
"	Acajutla.....	C Schilling & Co.....	162
"	San Jose de Guat.....	Mohns & Mohns.....	140
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WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO MEXICO.

Eric	Santa Rosalia	Felix Santalier	4,310
Hermionthis	San Benito	W Loaiza & Co.	10
"	"	B Frapoli & Co.	102
"	"	Italian-Swiss Colony	220
"	"	California Wine Association	200
"	Salina Cruz	Madera Vine & Wine Co.	2
"	"	E G Lyons Co.	150
"	San Blas	Maldonado & Co.	200
Serapis	Mazatlan	L F Lastreto	1
"	Salina Cruz	E G Lyons Co.	250
Curacoa	Mazatlan	L F Lastreto	62
"	Ensenada	Thannhauser & Co.	150
"	Guaymas	"	184
"	"	Canalizo, Trillanes & Co.	202
"	Mazatlan	W Loaiza & Co.	458
"	Guaymas	"	220
"	Santa Rosalia	"	208
"	Guaymas	Maldonado & Co.	449
"	Topolobampo	"	191
"	Altata	"	3
"	Santa Rosalia	"	127
"	La Paz	"	154
"	Guaymas	"	237
"	"	Italian-Swiss Colony	157
"	"	A Pinelli	111
"	"	B Frapoli & Co.	429
"	Topolobampo	"	40
"	La Paz	Canalizo, Trillanes & Co.	84
"	Guaymas	California Wine Association	100
"	Guaymas	"	480
"	"	Gundlach-Bundschn Co.	10
"	"	Wm Wolf & Co.	96
Cy of Sydney	Manzanillo	W Loaiza & Co.	10
"	"	Maldonado & Co.	104
"	San Blas	Thannhauser & Co.	272
Cy of Peking	Mazatlan	W Loaiza & Co.	90
"	Manzanillo	B F Frapoli	108
"	Mazatlan	Leo Metzger	20
"	Manzanillo	Thannhauser & Co.	123
"	"	E G Lyons Co.	7
Total			33
Value			\$4,912

TO SOUTH AMERICA.

Hermionthis	Guayaquil	C Schilling & Co.	480
"	Manta	California Wine Association	940
"	Bahia	"	840
Serapis	Manta	C Schilling & Co.	500
Total			2,560
Value			\$1,480

TO BRITISH COLUMBIA.

Senator	Vancouver	Gundlach-Bundschn Co.	10
"	Nanaimo	John Gaddini	28
Cy of Pueblo	Victoria	E G Lyons & Raas Co.	106
"	Douglas	C Schilling & Co.	104
Umatilla	Vancouver	Italian-Swiss Colony	27
"	"	Napa & Sonoma Wine Co.	296
Queen	"	Theo Gier Co.	510
"	"	Conradi & Goldberg	8
"	"	Bertin & Lepori	2
"	Victoria	"	113
Umatilla	"	"	62
"	Vancouver	Lachman & Jacobi	261
"	"	"	260
"	Victoria	Napa & Sonoma Wine Co.	102
"	"	Western T & S Co.	2
Total			22
Value			\$936

TO ALASKA.

Senator	Nome	Crown Distilleries Co.	16
"	"	A P Hotelling & Co.	3
"	"	E G Lyons & Raas Co.	12
"	"	Italian-Swiss Colony	1,196
St Paul	"	Hilbert Mercantile Co.	42
"	"	Theo Gier Co.	50
"	Unalaska	Alaska Commercial Co.	3
"	St Michael	"	5
"	"	J Schussler & Co.	10
"	"	John A. Lennon	10
"	"	Goldberg, Bowen & Lebenbaum	2
"	Nome	California Wine Association	114
"	"	Italian-Swiss Colony	7
"	Rampart	Crown Distilleries Co.	22
Umatilla	Dawson	Wetmore-Bowen Co.	61
Total			178
Value			\$2,970

TO CHINA.

Doric	Shanghai	E G Lyons Co.	150
"	"	B Arnold & Co.	522
"	"	California Wine Association	250
Coptic	Tsingtan	Lachman & Jacobi	2,550
"	"	"	1,041
Total			4,513
Value			\$1,457

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

* BOURBON AND RYE

BOONE'S KNOLL

HAND MADE

* * * SOUR MASH WHISKEY.

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

* BOURBON

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO JAPAN.

Doric	Yokohama	Getz Bros. & Co	5	
Coptic	Kobe	Langley & Michaels Co	50	
"	Nagasaki	C Schilling & Co	158	
"	Yokohama	California Wine Association	190	
"	Hiogo	Gundlach-Bundschu Co	500	
"	"	California Wine Association	475	
Total			1,378	
Value				\$571

TO HAWAIIAN ISLANDS.

	Honolulu		150	46,564
	Hilo		10	7,838
	Wailuku			750
	Kahului			1,000
Total			160	56,152
Value				\$24,208

TO TAHITI.

Mariposa	Tahiti	C Schilling & Co	806	
"	"	Gundlach-Bundschu Co	1,008	
"	"	California Wine Association	216	
"	"	Italian-Swiss Colony	165	
"	"	Lachman & Jacob	566	
"	"	French-American Wine Co	156	
"	"	J. Pinet & Co	630	
Total			3,547	
Value				\$1,347

MISCELLANEOUS.

Hermionthis	Hamburg	Mohs & Mohs	78	
Sonoma	Apia	Gundlach-Bundschu Co	50	
Mariposa	"	C Schilling & Co	10	
Serapis	Hamburg	G Meyer	275	
Ventura	Christchurch	A Repsold & Co	18	
"	Apia	Leo Metzger & Co	10	
Total			18	423
Value				\$277

TO PHILIPPINE ISLANDS.

Coptic	Manila	California Wine Association	152	
Value				\$56

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Curacao	Guaymas	Maldonado & Co	15	
"	"	Hiram Walker & Sons Ltd	50	
"	"	Haslett Warehouse Co	30	
"	Topolobampo	"	23	
"	La Paz	"	22	
"	Topolobampo	Wm Wolff & Co	39	
"	Guaymas	"	10	
Doric	Shanghai	E G Lyons Co		430
"	Yokohama	Crown Distilleries Co	13	
Hermionthis	Mollendo	Haslett Warehouse Co	30	
"	Ocosingo	Crown Distilleries Co		28
"	Salinas Cruz	E G Lyons & Co		25
Senator	Nome	Crown Distilleries Co		3,058
"	"	A P Hotelling Co	25	170
San Juan	Panama	E G Lyons Co	13	164
"	Corinto	Haslett Warehouse Co	24	
"	La Libertad	Hiram Walker & Sons Ltd	16	
"	Champerico	Hilbert Mercantile Co	1	60
"	San Jose de Guat	California Wine Association	30	
"	Champerico	Crown Distilleries Co		144
"	"	E G Lyons Co	20	79
St. Paul	Nome	Hilbert Mercantile Co	49	625
"	Unalaska	Redington & Co	2	
"	St Michael	Alaska Commercial Co	5	15
"	Rampart	J Schussler & Co	2	
"	St Michael	"	2	
"	Nome	California Wine Association	1	
"	St Michael	Hey, Grauerholz & Co		15
"	Kotlick	Kuhls, Schwärke & Co	1	
"	Rampart	Crown Distilleries Co	17	660
Serapis	Champerico	L F Lastreto	12	
Queen	Nome	A P Hotelling & Co	19	
Newport	Amapala	Hiram Walker & Sons Ltd	10	
"	Corinto	Haslett Warehouse Co	5	103
Y of Sydney	Panama	E G Lyons Co	25	
"	San Jose de Guat	Crown Distilleries Co	62	
"	Acapulco	"	10	
"	Manzanillo	"	2	
Ventura	Sydney	"	8	
Y of Sydney	Acapulco	"		
Y of Peking	La Libertad	Hiram Walker & Sons Ltd	20	
"	Manzanillo	E G Lyons Co	27	
Coptic	Manila	"	50	
"	Singapore	"	10	
"	Colombo	Crown Distilleries Co	51	
"	Hong Kong	Mattoon & Co	2	
"	Honolulu	"	385	1,559
"	Kahului	"	73	496
"	Hilo	"	26	140
Total			1,238	7,837
Value				\$26,737

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTTLED	PACK'GS BULK
Senator	Nome	Crown Distilleries Co	15	
San Juan	Amapala	S F Breweries Ltd	10	
Mariposa	Tahiti	Thos W Collins & Co		2
"	"	Johnson-Locke Mercantile Co		2
"	"	S F Breweries Ltd		1
"	"	Fredericksburg Bottling Co		9
"	"	A H Lochbaum		7
"	"	John Rapp & Son		23
"	"	O'Callahan, Nelson & Co		9
St Paul	Unalaska	Alaska Commercial Co		1
"	St Michael	J Schussler & Co		1
"	Kotlick	Kuhls, Schwärke & Co		2
"	Rampart	Crown Distilleries Co	3	35
"	Nome	Johnson-Locke Mercantile Co		20
Newport	Corinto	Buffalo Brewing Co	80	29
Y of Sydney	Champerico	M J Brandenstein & Co		1
Ventura	Dunedin	S F Breweries Ltd	10	
Y of Peking	Manzanillo	Sherwood & Sherwood	10	
Coptic	Yokohama	Santa Fe Co	30	
"	Honolulu	"	190	536
"	Kahului	"		100
"	Hilo	"	40	14
Total			338	792
Value				\$3,140

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
Alaska	Hilbert Mercantile Co	45 gals rum, 4 cs gin
"	"	2 cs vermouth 1 c frn't br'nea
"	"	1 " absinth, 5 cs syrups
"	"	18 " min water, 3 cs curacao
"	"	9 " and 2 csks ginger ale
"	"	1 " kummel, 5 cs champagne
"	"	1 " m water, 42 gals w alcohol
"	"	2 " champagne
"	"	1 " assorted liquors
"	"	2 " min water, 9 gals alcohol
"	"	5 " ginger ale
"	"	1 " cider, 1 c mineral water
"	"	15 " and 70 gals gin
"	"	20 " bitters, 47 cs min water
"	"	24 gals alcohol, 80 gals rum
"	"	10 cs liqueurs, 120 gals g ale
"	"	155 gals liquors
"	"	10 cs bitters
"	"	10 " syrups
"	"	3 " wood alcohol
"	"	87 gals gin
"	"	74 cs and 77 gals liqueurs
"	"	66 " mineral water
British Columbia	Haas Bros	25 " syrups
"	"	7 " and 4 kgs fruit juice
Central America	P J Knudsen	10 " and 1 bbl ginger ale
"	"	6 " mineral water
"	"	1 csk ginger ale
"	"	2 cs vermouth
"	"	8 " gin
"	"	100 gals vermouth
"	"	2 cs liqueurs and 2 cs gin
"	"	2 gals wood alcohol
"	"	2 cs alcohol
"	"	3 cs champagne, 3 cs min w
"	"	2 csks ginger ale, 2 cs porter
"	"	1 c ale
"	"	105 gals spirits
"	"	1 c champagne cider
"	"	8 cs cocktails
"	"	6 " cordials
"	"	20 " syrups
"	"	42 " min water, 9 cs liquors
"	"	33 " and 52 gl gin, 25 gl alcohol
"	"	1 " and 67 gals wood alcohol
"	"	151 gals sp'ts, 1 c ale, 5 cs kum'l
"	"	50 " cider, 5 cs bitters
"	"	148 cs ginger ale, 12c champagne
"	"	34,172 gals alcohol
"	"	4 cs fruit juice
"	"	5 " liqueurs, 5 cs syrups
"	"	7 " mineral water
"	"	26 " "
"	"	2 " "
"	"	10 " ginger ale
"	"	1 " fernet branca
"	"	5 " mineral water
"	"	14 " "
"	"	20 " gin, 14 cs liq'rs, 3 cs ch'gne
"	"	102 " mineral water
"	"	1 " ginger ale, 8 csks cider
"	"	1 " mineral water
"	"	10 bbls ginger ale
"	"	40 cs mineral water
"	"	1 " "
Philippine Islands	S P Co	30 " liquor
"	E G Lyons & Co	6 " liqueurs
"	"	8 " cider
"	"	21 " liqueurs, 10 cs syrups
"	"	63 " grape juice
"	"	6 bbls cider
"	"	1 " "
South America	Thos W Collins & Co	
Tahiti	E G Lyons & Co	
Other Countries	Farnsworth & Ruggles	
"	John Wightman, Jr	
"	Louis T Snow & Co	
Total		1,109 Packages—35,433 gallons
Value		\$14,749



FROM GERMANY—Per bk. "Seefahrer."

1,130 cases	apollinaris water	Order
160 "	mineral water..	"
493 "	spirits.....	"
23 "	wine & chmpgne	"
1 "	champagne.....	"
2 csks	cognac.....	"
116 cases	wine.....	"
12 csks	wine.....	"
1,200 cases	vermouth.....	"
25 "	Amer. picon....	"
250 "	bitters.....	"
30 "	brandy.....	"
76 "	orange bitters..	"
300 "	whisky.....	"
25 csks	gin.....	"
1,415 cases	gin.....	"
10 "	cherry brandy..	"
200 "	absinthe.....	"
25 csks	brandy.....	"
5-8 pipes	gin.....	"
380 csks	whisky.....	"

FROM VICTORIA AND VANCOUVER—Per s.s. "Umatilla."

75 barrels	syrop.....	Order
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FROM VICTORIA AND VANCOUVER—Per s.s. "Queen."

3 barrels	Wine.....	C. M. Mann Co.
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FROM VICTORIA AND VANCOUVER—Per ss. "City of Pueblo."

100 cases	gin.....	Chapman & Wilberforce
6 bbls	beer.....	S. Herold.
10 cases	brandy.....	Goldberg, Bowen & Co.
70 bbls	beer.....	Bellingham Bay Impt. Co.

VIA PANAMA—Per ss "Newport."

1 bbl	wine.....	Gunlene Bros.
5 bbls	cognac.....	Fiemer & Co.

VIA PANAMA—Per s.s. "City of Peking."

30 cases	claret.....	Order
1,000 "	vermouth.....	Bank of British N. America.

IMPORTS OF BEER.

Hilbert Mercantile Co. (A. B. C.). 1,040 barrels bottled.
 Tillmann & Bendel (Anheuser-Busch), 960 barrels, bottled.
 Sam Bibb & Co. (Val Blatz), 120 casks beer.
 P. J. Weniger (Mayflower), 130 barrels.

Monte Cristo

(REGISTERED)

CHAMPAGNE

EXTRA DRY

THE
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GENUINE

THIS BRAND IS ONE OF THE
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 USED AT THE ROYAL
 COURTS OF ITALY,
 GERMANY AND
 ENGLAND; IS
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 DORSED BY DEL-
 MONICO, NEW YORK;
 PALACE HOTEL, DEL
 MONTE, POODLE DOG,
 MAISON RICHE MAISON
 TORTONI, ETC., S. F.



D. P. ROSSI

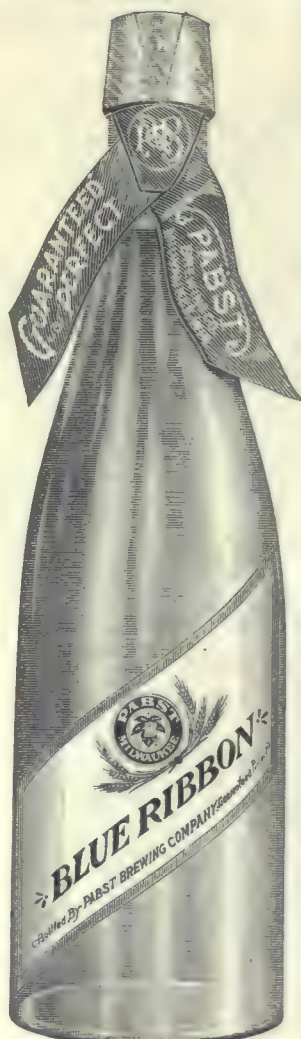
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SIERRA CAMPO WINES

California Product—Recognized by Connoisseurs as the Finest California Banquet Wines.
Used Exclusively at Shriners' Banquet. These Wines Given Award in Competition.

RED WINES

ST. JULIEN
BANQUET VIN ROUGE
BURGUNDY ROYAL

WHITE WINES

RIESLING (Dry) HAUT SAUTERNE (Sweet Tinge)
SAUTERNE (Dry) BANQUET SAUTERNE (Dry)
CHATEAU YQUEM (Sweet Tinge)

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WHISKIES

IMPORTERS OF THE FINEST WINES AND LIQUORS

Pacific Coast Agents Silurian Mineral Water

Phone Main 5201

544 Clay St., San Francisco, Cal.

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of May, 1904.

	Tax Gals.
Produced and bonded	17,199.7
Received from distillery, Fourth District, California.....	
Received from special bonded warehouse, Fourth District, California	2,398.0
Transferred from distillery to special bonded warehouse, Eastern districts.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....	9,298.6
Exported	138.7
Tax-paid.....	31,177.7
Remaining in bond May 31, 1904	1,245,609.4

FOURTH DISTRICT—Month of May, 1904.

	Tax Gals.
Produced and bonded in this district.....	3,871.6
Transferred from distillery to special bonded warehouse, First District, California	
Transferred from distillery to special bonded warehouse, Eastern District.....	
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	1,430.4
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	5,019.6
Exported U. S.	None
Tax-paid.....	3,430.6
Remaining in bond, May 31, 1904	398,602.8

SWEET WINE PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of April, 1904.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	143	29,269.9
Brandy withdrawn from special bonded warehouse for fortification		
Brandy actually used for fortification	158	30,209.1
		Wine Gals.
Port produced.....		18,849.66
Sherry produced.....		84,985.08
Angelica produced.....		
Muscat produced.....		
Tokay.....		
Total sweet wine produced in April, 1904		103,834.74

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WHOLESALE LIQUOR DEALERS' CONVENTION.

THE Wholesale Liquor Dealers' Association of America, in its Ninth Annual Convention held in New York during the month, achieved a record of which it may well be proud. It was the best attended convention the organization has ever had, and so far as enthusiasm and success are concerned it left nothing to be desired. The conference lasted three days, and a vast amount of important business was transacted. The entertainment accorded the delegates by the New York liquor men was on the most lavish scale.

The most interesting part of the proceedings was the reading of the reports of officers. To "Mida's Criterion," which showed considerable enterprise in fully reporting the proceedings, and which published a double-page half-tone flashlight of the delegates, we are indebted for the following summary of President Freiberg's annual report:

"After speaking of the variety and importance of the matters that required the attention of the officers, the President ventured the opinion that the past twelve months was the most important term in the history of the Association, if not the crucial period of its life. A year ago the membership was but 380, and the outlook was anything but encouraging. The funds were so low that the expenses could not be met, and voluntary subscriptions had to be called for to carry on the work. Now the membership was increased to 566 notwithstanding 30 resignations and 6 withdrawals from business. The death of Mr. Broderick was feelingly referred to. An exhaustive resume of the year's work was then given, the action on each question referred to the executive committee being reported seriatim. As to a national law to protect brands and trade-marks, the Association's attorney reported that the present law affords all the protection necessary. The attorney also reported as to the reversion to the distiller of any surplus realized from the sale by the government for the payment of taxes on spirits in bond, that no amendment to the present law was necessary to secure that right to the distiller. The Michigan law requiring non-resident salesmen to pay a tax of \$500 had been vetoed by the Governor. Little interest was exhibited by the trade as to a model license law, as testified by the fewness of the responses for suggestions. The work of the Protective Bureau was warmly commended. Never had there been such a mass of legislation proposed in Congress affecting the liquor interest. Out of 39 bills of this character the great majority were absolutely inimical. The two most important were the Hepburn-Dolliver prohibition bill and the Hepburn pure food bill, the first of which had been opposed by this Association. As to the pure food bill, while favoring the principle, they had sought an amendment which would protect the interest of the rectifier and wholesale liquor dealer, in the legitimate pursuit of his calling. Neither bill had become law, but would undoubtedly be brought up next session. The President then made an eloquent plea for co-operation instead of a conflict between different factions of the liquor interest, as attacks directed against houses of established reputation tended to discredit the entire interest. The label plan of the National Retailers was referred to and an expression by the convention suggested. After a warm personal reference to the Attorney and Secretary, the President closed with thanks to the Executive Committee and the

members generally for their many acts of courtesy and consideration. He declared that his labor of love had not been without its compensations. His closing sentences are well worthy of commendation: 'This organization has a distinct place in the commercial world and has a duty to perform. It must so conduct itself and its affairs that the interest it represents shall be freed from prejudice and honored at its true value by all right-thinking men. If in my service to you I have only slightly assisted to that end, my labors will not have been in vain.'"

The report of C. C. Turner, manager of the Protective Bureau, stated that, owing to the work of the Bureau, 70 per cent of the elections which took place all over the Union during the first part of the year terminated in victory. In the last half year there were 40 per cent less elections, and the proportion won increased to 78 per cent. The Bureau took part in 237 elections in 25 different States, and of these the number carried was 161, lost 57, pending or not reported 19. In seven fights for entire States, four were won, one lost, and two pending. An encouraging feature has been the increasing majorities against prohibition. The dispensary movement has received a check. During the year the Bureau printed over 4,000,000 pieces of literature, mailed direct to voters 2,107,000 pieces, and shipped over 900,000 pieces by express to threatened points.

The Executive Committee of the Protective Bureau, according to its report, read by the chairman, Mr. W. N. Hobart, looks upon the work of the past year with the greatest satisfaction. Never in so short a time, says the report, had such a remarkable change in sentiment occurred. But because of success, it was urged, the mistake of slackening in the efforts to checkmate the prohibitionists must not be made.

Secretary Stauber's report showed a substantial increase in membership and also improvement financially. Last year the membership was 380 of whom 36 resigned or went out of business, leaving but 344 net. This year 222 had been admitted to membership, making the entire membership 566, and the net increase for the year 186. The membership extends over 93 cities, 28 States and one Territory. The receipts were \$31,434 including about \$4,000 raised by special appeal. The disbursements were \$30,511.06, and the balance on hand June 3, 1904, \$5,249.67.

Chairman A. J. Sunstein of the Executive Committee read the statement of the work accomplished. During the year circular letter after circular letter written in a most cogent and argumentative manner was mailed from the office to those eligible for membership. These efforts were seconded by the other officers of the Association and by the most influential of the press. Considering this, the increase of 40 per cent in membership is not all that should have been. Thanks are given to Mr. Henry Steinhart and others for the work done in New York City, where the membership had increased from 41 to 141.

LASH'S BITTERS
Tonic Laxative

Milwaukee Correspondence

MILWAUKEE, Wis., June 18.—“California wines and brandies have increased in popularity within the past two months,” said a leading wholesaler, “and everything points to a larger trade this year than ever before in the far Western brands. It can be truthfully said that California stock is more carefully prepared than that of any other part of the world, unless it is some places in Germany, where everybody is honest. California goods are of many varieties and grades, I admit, but it is the buyer's fault if he doesn't get what he wants. He can get cheap wines and inferior brandy if he asks for cheap stuff, but when he wants high-grade wines or liquors and pays the price asked, he need not feel uneasy about what he is getting. He will get good stock.”

This honest opinion came freely, and is not the first time your correspondent has heard it. The Central West has long looked to California for its tasty goods, and so long as the standard is upheld, so long will the popularity grow, but if cheaper goods are put up in packages similar to the ones which have become familiar at the hotels and cafes, it would not take long for other brands to become popular here, as there are wine-tasters here the same as beer-tasters.

While there has been a greater quantity of drinkables disposed of by the wholesalers, and the sales of the retailers have nearly doubled within the past month, prices rule practically the same in keg and case lots. There has been much stock shipped in from Chicago and the East, and Kentucky has kept up her end of the business by sending many barrels of rye here to the big whisky dealers.

One thing in particular which has increased the sales of light wines is the transformation of the big Exposition building into a summer garden. Brooks' Chicago Marine Band was engaged for eight weeks, and tables have been placed throughout the great hall. Four or five thousand persons can be served with refreshments at once, and this is proving to be the most popular resort the city has at present. It is too cool yet to go to the parks and the lake resorts, and the fashionable folk must go somewhere and have light refreshments. A caterer came up from Chicago to serve things in style, and there are few things which cannot be had. Besides the various brands of Milwaukee beer, most any kind of California's finest wines and brandies may be had, and the leading brands of whisky are also on the list.

Col. Gustav Pabst, head of the Pabst Brewing Co., figured in a case here recently, that was of great interest. It was one of the “graft” cases, that of Building Inspector Michael Dunn, who held up Col. Pabst for \$1,500 for getting a special ordinance through the council. Col. Pabst was clever enough to give the money in a check, and the building inspector took it, and when the grand jury started investigating the boodlers, the Dunn case was considered. He was subsequently indicted, tried and found guilty, and the court granted a stay. He is now under heavy bail.

The large malt elevator of William Gerlach & Co. burned recently, entailing a loss of \$75,000, and for a time the Pabst brewery was threatened. George W. Goes is the

principal stockholder in the malting company. The burned portions of the plant will be rebuilt.

“There isn't much news this month,” said a leading East Water Street wholesaler. “Business is very good indeed, and the calls for California stock increase right along. There is probably a better business just now in dry wines, but I cannot give a good reason why it is true. People get started on a certain brand and it keeps us hustling to supply the demand from time to time. We have had to put in greater stocks this year than ever before, and there is a demand for all we get. This is the best indication in the world that the Western goods keep up to the standard they reached some years ago, and if the brewers would be as careful to give us what we try to buy, there would be no kicking.

“I wouldn't care to mention what section of the world turns out the most stuff which is under the standard, but I guess most wholesalers know without anyone telling them. It behooves them to get a new system or they will lose what trade they have here.”

This statement was made in conversation regarding the good which may be derived from the American Wine Growers' Association. The speaker called attention to the attitude of the Western men, in regard to association affairs. He said the Western men had a right to be suspicious of the contents of some packages, and if they did not direct their suspicions to Eastern men, it might be to foreigners. However, no section of the world is entirely free from blame, he said, but that the California goods would prove up to a higher standard, considering the cost, than would the goods from any other section in the world.

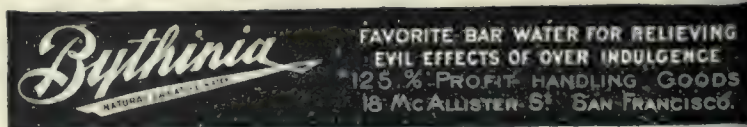
Business conditions here are very good. The wholesalers and retailers are enjoying the same prosperous trade they were a month ago, and sales have increased in some lines. The breweries have been doing an excellent local trade since the warm weather appeared.

Col. Gustav Pabst, head of the Pabst Brewing Co., a few days ago received the largest express package ever delivered in this city. It came from Lexington, Ky., and contained six matched horses and one Great Dane dog. The Adams' Express Company furnished a special car for the purpose.

“The wholesale wine and whisky trade just now isn't rushing,” said a member of the John Barth Co., South Side. “Business, however, is fair and has been all spring. The cold weather hanging on as it does makes the people cater more to drinks that will warm them up, rather than to the kind that cool them off. Our company has been well satisfied with conditions, generally, and we look for a continuance throughout the summer season.”

“Weis stock is always in season,” said a member of the Weis Bros. Co., 383 East Water Street. “This concern is a large wholesaler of liquors of all kinds and has been enjoying an unusually busy season.”

W. R. ANDERSON.



SIMON LEVY & CO.

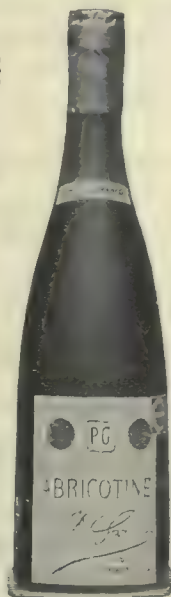
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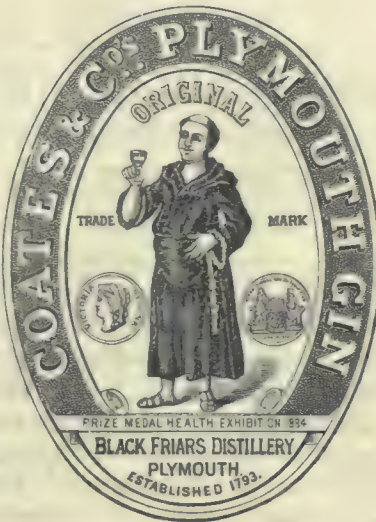
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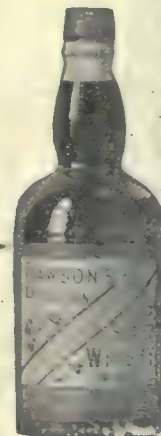
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ALONG THE LINE

A Drunken Temperance Editor.

WILEY J. PHILLIPS, editor of the *California Voice* and a delegate to the National Prohibition Convention, distinguished himself the other day by getting horribly drunk at Oakland. He was arrested by Policeman Mulgrew at Tenth and Washington Streets, in a condition described by the officer as "gloriously full." The drunken "temperance" editor was thrown into a cell at police headquarters and kept there until he had regained his senses, when he was released on payment of \$6 as bail. This sum he subsequently forfeited by not appearing in the Police Court to answer to a charge of drunkenness.

What a spectacle this hypocritical "temperance" crank presents! He is the individual who has vilified and libelled the saloon men of the State for pursuing an honest livelihood. The man has proven himself a thorough hypocrite. It is intolerable to think that business men of integrity and benevolence should have to listen to the lecturings of such a broken reed as Wiley J. Phillips.

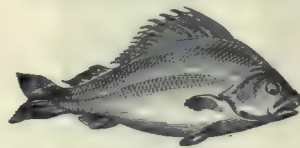
A new brand of whisky will be placed on the local market during the coming month. The Cerruti Mercantile Co.

expects to start selling Promotion Club Whisky, a pure old Bourbon, by about the 15th of July. The brand has already been registered, and the firm intends to make this its leading line of whisky. It is a fine brand of Kentucky goods blended and bottled in San Francisco, and the company expects that it will prove very popular. The Compari bitters and cordial recently put on the market by the Cerruti Mercantile Co. have sold freely. The first 50 cases imported were quickly disposed of, and a further shipment is now being awaited.

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CRABS, CRAWFISH, SHRIMPS, OYSTERS, TERRAPIN,
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ALONG THE LINE

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B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

JESSE E. MARKS
President

Another landmark of the trade is gone. The Haywards Villa stock of liquor and goods has been sold by the sheriff for \$491.50. Under "Tony" Oakes the Villa was famous for many years as a road house. In the bonanza days, it was the most popular resort of the kind on the Coast, and even after the passing of the old-time regular patrons, trade held up fairly well, but with the advent of the privacy-destroying trolley car, the popularity of the place waned rapidly to the end. It is sad to realize that such a delightful old resort for the quenching of thirst and the appeasing of appetite is no more.

One of the best-known and most popular roadside resorts on the Pacific Coast is "Escalles." It is situated in Marin, the most picturesque of the bay counties, midway between Sausalito and San Rafael, on the line of the North Shore Railroad and the main county highway. The place has been established a third of a century and embraces, beside the historic "Limerick Inn," a fine winery, splendid hillside vineyards, luxuriant shade trees, flowers, plants, evergreen arbor-booths where refreshments are served, and the best wines and liquors the market affords. In addition to these attractions there are shuffle boards, boating and excellent bathing facilities.

Colonel Ed Wagner, of the Press, 15 Third Street, was one of the distinguished delegates to the recent convention of Druids in Santa Cruz. He is one of the active members of the Order and reports a very successful and satisfactory meeting.

Coast News of the Traffic.

Corona.—The law prohibiting the sale of liquor in this town, except for medicinal uses, has passed its first reading. Druggists must pay a \$50 yearly license.

Santa Rosa.—The Board of Supervisors has been presented with a petition requesting that changes be made in the matter of granting liquor licenses. The petitioners desire that the board enact an ordinance requiring that 12 out of the 15 freeholders living nearest to the saloon site indorse the petition before a liquor license can be legally granted.

Kaufmann & Campbell, of the Eagle, O'Farrell and Mason Streets, report business fairly good, considering the season. "Larry" Campbell is now regularly on deck, with his usual kindly way of entertaining patrons. He is cleaning up his "long gun," and within a few days will probably be busily engaged in slaughtering bucks. In this line he is one of the best in the trade. Kaufmann is still working on his pet idea of establishing an asylum for stray dogs in one of the suburbs of the city. He says the supply of dogs is plentiful, but the location is hard to secure.

I. S. R. Tevendale, of the famous "Scotchmen's" bar at 536 Sacramento Street, is taking a vacation that is worth having. Accompanied by his family, Mr. Tevendale has gone to his old home in the land of the heather. He will remain on the other side of the water four months and then return to San Francisco. Mr. Tevendale is the champion of champion pipers of the Coast. Prior to his departure Mr. Tevendale was presented with a handsome gold-mounted cane and a fine French briar pipe. The cane was inscribed: "Presented to I. S. R. Tevendale by his brother pipers, June 4, '04."

After many years, the Yosemite saloon, on Market Street opposite the Call Building, has been sold. During the month, Jesse Marks disposed of the place to Schiff, Dow & Coggin, the purchase price being given as \$8,000. Mark's health has long been failing and he found it advisable to retire. The Yosemite has for many years been one of the principal political headquarters of the city. The new proprietors are also owners of the Press Cafe, 116 Ellis St.

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**California's
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Midway of Sausalito and
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A RESORT FOR GENTLEMEN AND LADIES.

Finest Wines and Liquors

SERVICE UNEXCELLED

Evergreen Private Arbor-Booths

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All the Leading
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Goods x x
Ten cents straight

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Wholesale and Retail Dealer
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Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.

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Along The Line

"Pisco" Punch Days.

THESE are certainly "Pisco" punch days, when the Summer sun becomes really genial and the genuine hot day thirst makes itself muchly evident. A "Pisco" punch has many virtues; it makes a man feel grateful that he had the good sense to order it; it partakes of the alleged qualities of the fountain of youth; it soothes the nerves, makes glad the palate and sends a man about his business contented with his lot in life. To obtain this lordly beverage in its greatest excellence, it is necessary to call at the old Bank Exchange, corner of Montgomery and Washington Streets, where Duncan Nicol, or one of his able lieutenants will perform the magic of making it. What more can a man ask?

The signs of prosperity continue at Bob Kern's Bouquet Bar, opposite the Palace Hotel. The latest addition to the fine equipment of this place is a large and handsome safe deposit safe for the accommodation of customers and a very large, solid mahogany roll-top desk for Mr. Kern's use. The safe contains twenty private boxes, a treasury box and a space for books. The two pieces of furniture cost \$600.

Kroh & Tormey, at 93 Third Street, have one of the best-known retail places on the south side. They cater to a good class of trade, their patrons being men who enjoy the good things to drink and know where to obtain them. There is no pleasanter place in that section of the city to spend an evening.

C. W. Shaw, manager of the Hollenbeck bar, Los Angeles, visited the city during the month combining business with pleasure. He has many friends on the line and they made it an object to see that he had a pleasant time.



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IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



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Along the Line

The Yellowstone Saloon, at 22 Montgomery Street, is undergoing elaborate alterations. In the main room the ceiling is being finished in very artistic and dainty fresco and stucco work, the effect of which is highly pleasing to the eye. In the other rooms the walls are being covered in a rich green, with a darker shade of the same color for the borders. The woodwork, which throughout the entire place is mahogany, is being repolished, and will be as good as new when finished. Business with the Yellowstone is, as usual, good.

James Raggi, of 624 Montgomery Street, spent several days during the month at Santa Cruz, as delegate to the Druids Convention. The Druids, to the number of more than 600, captured the town, and the Convention was a very successful one. Notwithstanding the salmon were biting fiercely in the Santa Cruz waters, Mr. Raggi caught none. It is reported, however, that he was the most popular man of all among the Druidesses. He denies the allegations.

Fred Brett, of 310 Montgomery Street, is rapidly becoming famous as handler of the rod and reel. On the 26th inst. he landed four fine striped bass in Corte Madera slough, and he required no assistance. The cafe branch of his business has been closed for improvements, but will be reopened on the 15th of September with not only the lower dining room, but a still larger one on the second floor.

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ALONG THE LINE

A Victory for the Selma Saloon Men.

AT Selma, an anti-liquor ordinance was to have gone into effect on June 19th, making the municipality a "dry town," but a few days before that date the saloon men of the town were granted an order restraining the Trustees and City Marshal from enforcing the ordinance. The names of the four saloon men who brought the suit are J. E. Wiley, W. E. Jordan, N. Fisher and J. C. Ketchum. They asked the court to order that the Trustees and all men under them "be forever restrained and enjoined from causing the arrest and prosecution of any of said plaintiffs upon any criminal charges, and from the seizure and destruction of the plaintiffs' property on account of the liquor business of said plaintiffs."

The complaint recited the fact that the plaintiffs had always paid the license tax up to the present time and that now the defendants refused to receive the tax. It stated that the liquor business had never been declared unlawful in Selma, by an ordinance, which means that it is assumed that the present ordinance is unconstitutional.

Discussing the question before the restraining order was granted, James A. Burns, one of the saloon men's attorneys, characterized the ordinance as ridiculous. In their efforts to be strict, he said, the reformers have overstepped themselves. In the first place they imposed a fine for carrying on a business that in the town of Selma has never been declared unlawful. By ordinances passed years ago in Selma the trade was legalized. These must, the attorney maintained, first be declared void, and the liquor business specifically declared unlawful before penalties for carrying on the liquor business are fixed.

Furthermore, the attorney believes that the penalties are so severe that the ordinance will not hold in law. They are, he says, in direct opposition to provisions of the State law. The penalty for selling or giving away or being found with liquor in Selma, if the ordinance were upheld, would be a fine of not more than \$300 or less than \$25. A second offense would mean imprisonment without the alternative of a fine. Both these provisions, says Mr. Burns, violate the State law governing the penalties for misdemeanors.

These arguments appear to have been perfectly conclusive in the view of Judge Church, who granted the restraining order asked for. Immediately after he made the order Judge Church left for Bakersfield.

Union Bartenders' Demands.

THE following demands of the Bartenders' Union, of Lynn, Mass., will be interesting to the trade of this Coast:

Lynn Bartenders' Union No. 86 of the Bartenders' International League of America, has sent out to the liquor dealers of Lynn its new form of agreement, which was accepted by the Liquor Dealers' Association. It provides that the minimum rate of wages for bartenders shall be \$15 a week.

The agreement is as follows:

Article 1.—We will not pay any bartender in our employ less than \$15 per week.

Art. 2.—We will not require any bartender in our employ to work for more than sixty hours per week, the arrangement of said hours to be such as the necessities of our business demands.

Art. 3.—We will allow bartenders in our employ an afternoon and evening off each week, and will not require them to report back for said afternoon or evening except in case of emergency.

Art. 4.—We will not require any bartender in our employ to enter our premises on Sundays or holidays for the purpose of cleaning same.

It is earnestly requested that all employers furnish white coats and aprons for their bartenders.

Winters Saloon Men Fighting.

In Winters, where an anti-saloon Board of Trustees was elected recently, the saloon men sought to have the election nullified, but the court held that the election officers had discharged their duties in a fair and efficient manner. The saloon men say they will still conduct their business when their licenses expire, and appeal to the Supreme Court against the decision of the Judge. They maintain that misconduct on the part of the election officers was sufficient to vitiate the whole election.



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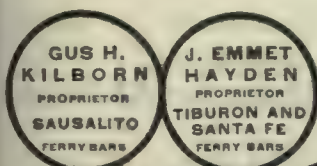
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ALONG THE LINE

Fresno Bartenders' Union in Trouble.

THERE is trouble in Fresno between the saloon men and the bartenders. The latter recently organized a bartenders' union, but the proprietors promptly met and decided that the union should be squelched. It was resolved to employ no man who is a member of the Bartenders' Union, and the day following the meeting seven or eight members of the union were discharged.

A saloon man, in discussing the matter, said that the desire of himself and others in the business was simply to protect themselves. "A saloon man has not a path of roses here in Fresno at present, and we do not want to take chances on having anything more done to make it harder for us. When the union was organized in Bakersfield, it raised wages, ruled that the saloon owner could not go behind his own bar to serve drinks, that a porter should be employed to wipe glasses, that the bartender should not be compelled to make and serve sandwiches or lunch of any kind. It was specified further that the bartender should have one day off a week, and that his place be filled

by a member of the union and that a certain union wage rate should be paid him. If a union were organized in Fresno it would no doubt make similar demands and the saloon men here cannot afford to grant them. What with high licenses, early closing and other regulations, we are none of us overly prosperous."

The bartenders, in stating their reasons for wanting to organize the union, say they are as hard-working a set of men as can be found anywhere, and have fewer privileges than others.

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Along The Line

Why Saloon Keepers Should Unite.

ONE of the injustices against which a saloon keeper in America has to contend is the fact that public opinion is inclined to ascribe to him everything disorderly or unlawful that occurs in the neighborhood of his place of business. Of course, reasonable-minded folk do not fall into this absurdity, but it is nevertheless the truth that many people do hold the saloon proprietor responsible not merely for the orderly conduct of his own business, but for the behavior of his patrons, on his premises as well as off.

On this subject, *Truth*, in a recent issue, has some pertinent observations. "Liquor men," says the journal, "must own themselves their customers' keepers; they must send the wandering old boys home when they get too hilarious; they must act as peacemakers in brawls, and not call in the police, as would be done in the old countries; they must know who can stand two glasses of beer and who can stand six; they must prevent disorderly people from living near them, and they must generally do a large part of the work that the police authorities do in other countries."

There is but too much truth in this just complaint, as many saloon keepers in California are able to testify. The root of the trouble lies in the fact that much of the legislation governing the liquor business is framed in a spirit of hostility to those engaged in the trade. As for a remedy, it is perhaps better for the proprietors of saloons to resignedly accept the responsibility thrust upon them than to kick. They have to shoulder an unjust load, but in the present state of public feeling regarding the trade it will be found more profitable to take a fatherly concern in the behavior of their customers and neighbors than to confine themselves, as those in other lines of business do, simply to the conduct of their own places. Organization will, of course, do much to lighten the load of injustice. A strong and representative body, like the California Liquor Dealers' Association, is able to protect a saloon keeper who may be quite powerless to counteract by his own unaided efforts the assaults of those who are antagonistic to him.

There is no better "two-bit" meal to be obtained in town than that served by B. A. Jouanou at the Liberty French Restaurant, 706 Montgomery street. Mr. Jouanou opened at this address last November, having previously conducted his business at 800 Montgomery street. Since making the move the increase of his business has been surprising. This is due to the excellence of the service furnished at the Liberty. The food is served in abundance, is cooked in first-class style, and the waiters are models of alacrity and politeness. Mr. Jouanou, the proprietor, is one of the most genial of men. Regular meals are served at the Liberty Restaurant from 11 A. M. to 2 P. M. and from 5 to 8 P. M.



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SAN FRANCISCO

ALONG THE LINE

Senator Bard's Town Raises License.

HERE is a powerful parson, Rev. Chapman. He made a speech in Ventura the other day and "lambasted" the liquor traffic with great bitterness. His text was "Go Forward." The next night the Board of Trustees passed an ordinance raising the license from \$400 to \$600 per year and prohibiting all gambling. However, we suspect that this hired agitator, Chapman, is not entitled to any particular credit for this action of the Ventura city dads. The "bean center" is one of the worst crank towns on the Coast, and furthermore, it is the home of United States Senator Bard, who is a thorough-going zealous prohibitionist and who, at the same time wants to be returned to Congress to misrepresent a State, the chief industry of which is wine-making and the production of grapes.

When you are in the downtown business section of the city and would like to enjoy a drink of good old straight whisky "like your father drank," stroll into the house of Rossi & Cordano, and ask for some of that Loveland Rye, that was distilled "before the war" and still possesses all its original virtues. You will find the liquor great and the service all that could be desired. The house also carries one of the best lines of fine goods in the city.

Saloonkeepers Strike.

AT Chatfield, Minn., a peculiar situation confronts the city council. For several years \$1,000 licenses have been charged. Now the saloonkeepers are on a strike and informed the council that unless they reduce the fee to \$750 they will refuse to take out a license. Chatfield has been a dry town since Monday. The saloonkeepers have put up a forfeit of \$100 each to stick together, and unless outsiders apply the town will remain dry for some time.—*Both Sides*.

The celebrated Champoreau, at 532 Merchant Street, is enjoying satisfactory seasonal trade. The house is famous for its great invigorating beverage, known as the "Champoreau," which in ordinary cases makes an old man feel young, while at the same time it is not deleterious. Jean Casadebat, the proprietor, takes much pride in his place, and makes it a point to carry the very best quality of goods put on the market.

Tom Campbell, who was long connected with a Clay Street wholesale liquor house, is now a proprietor. He is now, in connection with Frank Spencer, conducting a successful bar at 401 O'Farrell Street, corner of Jones. The young men carry the best of goods and are thoroughly competent to serve them. Give them a call for old time's sake.

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FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
125% PROFIT HANDLING GOODS
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The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne



At the Palace of King Edward VII
and of H. R. H. the Prince of Wales

Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

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Wines and Liquors

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409 Sansome St., San Francisco, Cal.

Bet. Sacramento and Commercial Sts.

STEVE'S RESTAURANT

537 Clay Street
Below Montgomery

Grill Room

Private Rooms
for Ladies

San Francisco, Cal.



EL REY

THE KING OF

WHISKIES & BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



Cannot Restrict Police Commission.

ON the 27th inst the City Attorney sent an opinion to the Board of Supervisors which was a disappointment to the liquor trade. He holds that the proposed ordinance introduced by Supervisor Hocks to allow of an appeal being taken to the Board of Supervisors in cases where the Police Commissioners refuse to grant permits to sell liquor is in conflict with section 1 of chapter 3 of article VIII of the charter and is therefore void and illegal.

Under Long's ruling the only way to bring about the relief proposed by the ordinance is to submit a charter amendment to the people. Hocks declares that this course will be taken by the Liquor Dealers' Association, at whose request he introduced the ordinance and the amendment will be submitted at the election next November.

A TREMENDOUS explosion occurred recently in one of the warehouses of Corning and Co., at Peoria, Ill., followed by a destructive fire. Fourteen men were killed and over 3,000 cattle burned to death. Something like 30,000 barrels of spirits were destroyed. While the distillery proper was not damaged in the least, the warehouses and cisterns were entirely demolished, and the fermenting house in part. The damage exceeded \$1,000,000. With praiseworthy energy, Messrs. Corning & Co. are rebuilding the plant, and they will soon be running again. The 3,200 cattle burned did not apparently suffer, as they were suddenly overcome by the flaming stream of spirits, and the entire barns were in flames in almost one moment. The cattle showed no signs of distress but simply dropped.

Tom McLachlan, of the White Horse Wine Cellar, 11 Trinity Street, has returned from a great fishing trip on Stony Brook, Colusa County, this State. This is one of the greatest fishing grounds on the coast, a circumstance which is due to the fact that it is so difficult of access, requiring thirty-five miles of staging to reach it from the railroad. Mr. McLachlan met with great success, catching hundreds of fine fish, using only the fly. His only regret was that the distance made it impossible for him to get them into the city in good shape. For this reason his many friends missed a great treat. The fish were shipped, but arrived in bad condition.

The season will be soon at hand when the makers of wine will need rubber appliances in their wineries and distilleries. In the manufacture of such goods and in the matter of prices, the house that stands without a peer is the Goodyear Rubber Company, with stores at 573-79 Market Street, this city, and 73-75 First Street, Portland, Oregon. The company also carries everything in rubber required by wholesale wine and liquor merchants.

The E. G. Lyons & Raas Co. is just now very busily engaged receiving and bottling this season's cherries. The crop this year was a good one, and the cherries in maraschino put up by this firm are as fine as any prepared in the United States. What is more, many people competent to judge regard them as superior to the imported article. The processes adopted ensure the production of goods of the very highest grade. The E. G. Lyons & Raas Co. is preparing for a very large demand for cherries in maraschino this season.

HAVE YOU TRIED THE

Famous Hommel Champagne?

**Absolutely the Finest Product of the Vineyard.
Well Matured, Strictly Pure and Wholesome.**

LEADING CONNOISSEURS PRONOUNCE IT THE MOST DELICIOUS OF ALL CHAMPAGNES. TRY IT, AND YOU WILL USE NO OTHER, AS IT SPEAKS FOR ITSELF.

Highest Awards at Chicago, World's Columbian Exposition (1893); Buffalo Pan-American, (1901)

DON'T FAIL TO VISIT OUR EXHIBIT WHEN AT THE ST. LOUIS EXPOSITION, IN THE AGRICULTURAL PALACE

"STANDARD BRANDS"
White Star Brut, Extra Dry and Red Star

M. HOMMEL WINE CO., - - - **SANDUSKY, OHIO**
FRED. M. BOEHM, SOLE DISTRIBUTOR FOR THE PACIFIC COAST
PHONE POLK 3108 921 EDDY STREET




CHARLES CARPY, Pres. ARTHUR LEGALLET, Vice-Pres. LEON BOCQUERAZ, Sec'y JOHN GINTY, Cashier M. GIRARD, Ass't Cashier

French American Bank * **French Savings Bank**

Capital Paid in \$1,000,000 * Capital Paid in \$600,000

TOTAL RESOURCES
\$5,525,000

DIRECTORS
J. E. Artigues, Chas. Carpy, J. J. Mack, O. Bozio, J. B. Clot, Leon Kauffman, Leon Bocqueraz, J. M. Dupas
A. Legallet, J. A. Bergerot, J. S. Godeau, A. Roos

Interest Paid on Deposits. Loans made on Real Estate and Approved Securities. Letters of Credit and Exchange on the principal cities of the world at lowest rates. Empowered by law to act as Trustee, Executor, Administrator, Guardian, Receiver and Assignee and to do a General Banking business.

315 MONTGOMERY STREET **SAN FRANCISCO**

Where to Get Good Things to Eat and Drink



All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

Phone Private Exchange 509

NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

CHAS. NEWMAN Co. Props.



RATTO'S RESTAURANT

619 and 621 Washington St.
bet. Kearny and Montgomery, S. F.

TELEPHONE BLACK 1543

Regular Italian Dinner served in the best of style.
Service a la Carte. Private Banquet Rooms.
Open until 8 p. m. every evening, Sundays
until 9 p. m.

E. M. RATTO, Manager

Special Attention to Banquets and Weddings.



EMIL BONINI

MARTIN'S Restaurant and Grill

621 MERCHANT ST.

RAVIOLI AND TAGLIARINI
HOME-MADE DAILY

E. CROCE

PHONE BLACK 1542

JOE POLLEDRO

COPPE'S Restaurant and Grill

First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME Italian and French
A Specialty Cuisine

619 Montgomery St., San Francisco
POLLEDRO & CROCE, Proprietors

"THE MINT"

605 COMMERCIAL STREET, SAN FRANCISCO

SAN FRANCISCO'S OLDEST AND MOST UNIQUE
RESTAURANT

WELL KNOWN TO ALL BON VIVANTS. BEST LUNCH IN THE
CITY FOR BUSINESS MEN. "THE MINT" DINNER HAS NO
RIVAL. HAVE YOU TRIED "THE MINT COCKTAIL," THE
NEW YORK CRAZE? STOP AT "THE MINT" ON YOUR WAY
HOME AND TRY ONE.

R. RIEGO,

TELEPHONE MAIN 786

MANAGER



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty
Extra Pale Lager and A FINE LUNCH
Sharp Cool Steam Beer on Draught SERVED

KISTENMACHER BROS., Props.

Late Internal Revenue Decisions.

(800.)

Distilled spirits—Forfeiture.

Whiskey in double-stamped packages forfeited when coloring matter has been added.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., June 15, 1904.

SIR: I inclose copy of report from the chemist of this Bureau of the result of his analysis of a sample of whisky taken from double-stamped package, serial No. —, district of —, produced in March, 1899, and tax paid April 13, 1904, sold and shipped by —, and found in the hands of —.

As you will note, the presence of caramel coloring matter was proved by the test applied, and the package may therefore be held as subject to forfeiture under section 3455, Revised Statutes. This section declares that the selling or receiving of a package of spirits stamped, marked, and branded so as to show that the contents have been duly inspected, or the tax paid, said package containing anything else than the contents, which were therein when the inspection, stamping, and marking was done, is an offense punishable by fine, and the article itself is forfeitable.

In the present case there is probably no proof as to who added the caramel coloring matter; therefore no personal liability can properly be asserted.

The package may also be liable under section 3289, Revised Statutes, because the contents are not covered by a rectifier's stamp.

The addition of caramel coloring matter is the addition of other materials, as mentioned in section 3244, Revised Statutes, amended, as the equivalent of rectification, and such addition should not be made without notice and change of stamps and marks. * * *

Respectfully,

ROBT. WILLIAMS, JR.
Acting Commissioner.

MR. E. B. STEPHENSON,

Collector of Internal Revenue, Omaha, Neb.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of May were: Wine, 1,142,238 gallons; brandy, 3,200 gallons.

American Whiskies in Bond.

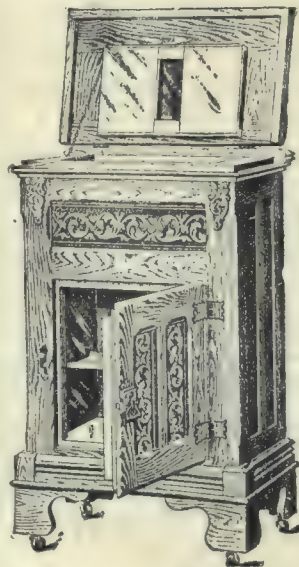
The quantity of American whiskies and spirits remaining in bond in San Francisco on May 31, 1904, was 180,552 gallons.

The plans have been adopted for a new winery to be erected north of Selma, just outside the corporation limits for the California Grape Growers' Association, a co-operative concern with ample capital. It is intended to rush the work on the buildings and the installation of machinery in order to handle the present season's crop. Machinery has been ordered in San Francisco for the winery and the work on the buildings will be under full headway in a few days. J. Sidney Peterson, President of the Association of Growers, backing this project, was in San Francisco last week, completing all arrangements for machinery, supplies, etc. A spur track will be put in to give shipping and switching facilities.—*Fresno Republican*.

ALASKA

REFRIGERATORS

and ICE BOXES



Oak Grained,
Solid Ash,
White Enameled,
Crystal-Glass Lined
Opal-Lined

FOR

Household,
Restaurants,
Grocers,
Butchers,
Creameries,
Cafes.

The ALASKA WILL KEEP PROVISIONS LONGER, and use LESS ICE than any other Refrigerator in the Market . . . The largest stock and greatest variety on the Pacific Coast.

W. W. MONTAGUE & CO.
SAN FRANCISCO



BARRETT CO.,



43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

“THE RECOGNIZED STANDARD”

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL

A Perfect Filter.

WE take pleasure in drawing the attention of our readers to the advertisement of Rheinstrom Bros., showing their Karl Kiefer Multiple Perfection Beer and Wine Filter, which filter is to-day taking the lead over all other filters in existence. The advantages over all others are that the filtration is more clear and brilliant; that the filtering surface is larger; that it filters more beer or wine without repacking; that it takes less time to repack it; that its construction is better and more durable, and consequently cheaper than any other filter at any price. It is now established beyond peradventure of a doubt that the Karl Kiefer Filter is "Perfection"—all that its name implies, and is today without a competitor. The demand for these filters has been so extensive, that Rheinstrom Bros. have been compelled to enlarge their manufacturing facilities twice within the last six months. Two of these machines have been lately installed in this city, and the testimonials from these parties are to be seen at the office of Rheinstrom Bros. By calling at their San Francisco office, 125 Mission St., they will be pleased to give all particulars and show the workings of this "Perfection" filter.

A. Cora, the local agent for G. & L. Fratelli Cora, of Turin, Italy, is finding a strong demand in this market for the various lines of liquors made by that firm. This is shown by the large volume of the exports already made or now on the way here. A consignment of 200 cases of Vino Vermouth Cora, from Genoa, via Panama, is expected to arrive here within the next few days. In addition to that, advices have been received by cable of the departure from Genoa on the 7th of July, by the steamer Lynton, of a shipment of 500 cases of the Vermouth. This consignment should reach San Francisco in about four months time. Four hundred cases of Chianti Serralunga are likewise now on the way to this port, and another 400 cases of the same goods will follow, via Antwerp. The firm also expects to receive 150 cases of champagne within the next two months. A big stock is carried of all the specialties of Fratelli Cora, including 300 cases of the following brands of Italian wines: Barbera, Castel S. Giorgio, Vino Barolo, Moscato, Passito Barbaresco and Crignolino Amaro Cora. These goods are in good demand not only in all the Italian saloons but also in many of the American saloons.

NEVADA SULPHUR Co.

GUARANTEED
THE PUREST
AND FINEST
SULPHUR IN
THE WORLD



HORSESHOE
POWDERED
HORSESHOE PEA
CROWN
SUBLIME
NEVADA LUMP

Office, 707 Front Street, San Francisco

PHONES: MAIN 5293, BUY. R 59

**YOU CAN'T
FOOL A GOOD
JUDGE**

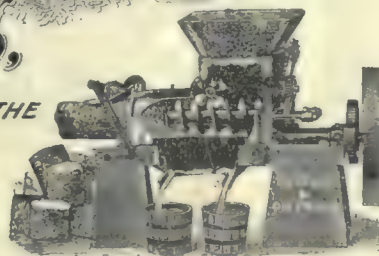
He Knows That
It's
Rainier
BEER

JOHN RAPP & SON
Agents
Opp. 8th and Townsend Sts
S-F FRANCISCO



TOULOUSE & DELORIEUX,
COMMERCIAL MACHINE WORKS,
MANUFACTURERS OF THE

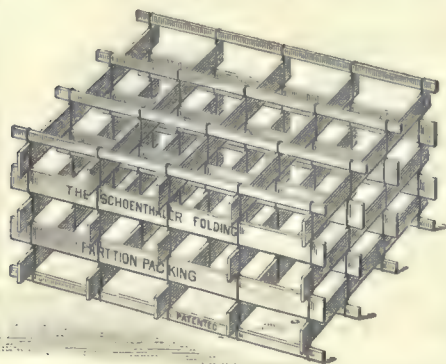
CONTINUOUS WINE PRESS
CRUSHERS AND STEMMERS
MUST PUMPS AND
EVERY REQUISITE FOR THE WINERY



620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

BOTTLE PACKING PARTITIONS



THE VERY BEST FOR

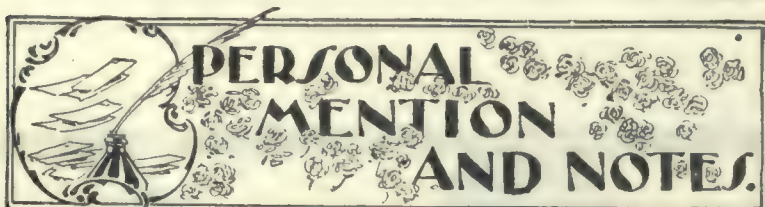
**Bottles
and
Flasks**

All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions, or
We Can Supply You Direct.

Write Us.

Samples at Our Expense.

SCHOENTHALER M'F'G. CO. ST. LOUIS, MO.



Mr. Louis Melzer, of Phoenix, Ariz., Vice-President of the firm of Melzer Bros. Co., of San Francisco and Phoenix, left his home for Hot Springs, in Arkansas, during this month, the state of his health necessitating the change. In about a fortnight he is coming to San Francisco, where he will remain about three weeks. While he is here a meeting of the directors of the firm will be held, at which the new President will be chosen in succession to the late Mr. William Melzer.

Mr. McCann, of Chauche & Bon, makers of the well-known Mont Rouge wines, reports a fair volume of business during the past month. While the total of the sales was nothing unusual, trade was very satisfactory considering the period of the year, and the fact that the Eastern season is about over. The Mont Rouge Vineyard, at Livermore Valley, is looking very well, and the prospects are that there will be a heavy crop. Of course, a north wind or a period of scorching sun may damage the vines, but barring any such untoward development, Mr. McCann expects a fine yield this season.

The Golden Eagle Distilleries Co., Inc., recent purchasers of the business of the E. A. Kolb Co., Inc., at 419 Montgomery St., are, in view of the season, doing an exceptionally good business. The bar trade, under the direction of the only Dick Perry, one of the "old guard," has largely increased, a condition which is hardly to be expected at this time of the year. The company is making some necessary improvements, the most important of which is the lengthening of the bar to better accommodate trade. They are also putting in a very cosy sample room for the comfort of patrons.

Union Liquor Co.; capital stock \$25,000, shares \$100 each, subscribed \$500, by Archibald Barnard, Eugene Gesvret, M. A. Kenny, A. E. Bennett and C. A. Kurreger, 1 share each; place of business, San Francisco.

L. Levy Co.
TOURIST OUTFITTERS

Commercial
Travelers



Trunks and
Sample Cases
A Specialty

Trunks, Bags and Suit Cases

134-136 ELLIS STREET

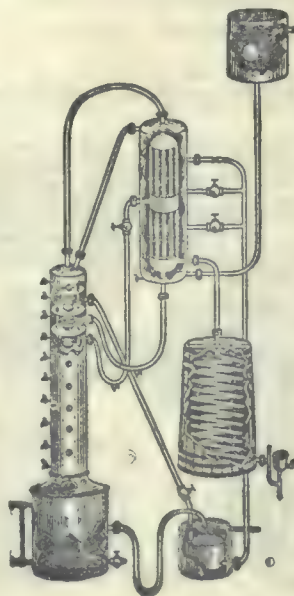
Corner Mason Street

SAN FRANCISCO, CAL.

Pacific Copper Works

565-573 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my LATEST IMPROVED CONTINUOUS BRANDY STILL. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine-makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application.

Gold and Silver Medals awarded at Mechanics' Fair and Midwinter Exposition

New York Correspondence.

NEW YORK, June 20, 1904.

EDITOR WINE AND SPIRIT REVIEW: 'Tis said that misery loves company, and if there be aught of solace in knowing that some one other than you is enduring like trials, the whisky fraternity should be more reconciled to the present dullness which marks this business when they realize that this same inactivity exists in all other lines of business. Nor is there any logical reason for expecting a change for the better within the very near future. With the approach of the "dog days," the word business, except as it relates to the summer resort, becomes an unknown quantity. The best one can do is to carry a palm leaf fan and try to look resigned. Even this is a difficult task when we call to mind the months which have intervened since one could consistently report business as good.

This dullness is not of today or yesterday, it has been with us for some time, to our regret. Those dealers who have not joined the ranks of the "kickers" are few and far between, and complaints have become so general that one hesitates before asking another, "How is business?" fearing to invite a repetition of what has become a common tale of woe, along the line.

The fact that business depression is so general and not confined to the wine and spirit interests alone, tends to prove that the real causes do not lie within this line. On the contrary, despite this dullness and inactivity which has been growing more pronounced each month, there has been a surprising betterment in prices. Statistically, the whisky market is strengthening daily. Withdrawals for May were in most instances, where individually reported, beyond those for the corresponding month in 1903.

From all indications, at no time have stocks been so well distributed. Speculation having been practically eliminated for the past year or so, the goods which are being most freely tax-paid now are held by actual users, and a study of the withdrawal reports of some of the leading distilleries, showing to what points goods are being shipped, would serve as a wonderful object lesson on how thoroughly the work of distribution has been done.

The amount of goods which will be made by the distillers in June will be very insignificant. At no time have any great quantities been produced during this month, owing to the refusal of many dealers to accept June goods as Spring inspection, but where a distiller has, as was often the case in the years of plenty, oversold the other months, it became necessary to run well into June to supply all contracts. This is hardly the case this season, as it is questionable if any of the distillers will reach their usual limit of production. The repeated assertions as to over-production in the past, coupled with the general quietude of business, have been effective in materially restricting the production for this year. Contracting has been very slow and few, if any, of the distillers are disposed to carry over heavy stocks of their goods in anticipation of future demands. With a limited crop of 1904's in prospect, the situation will become all the more favorable for 1902's and 1903's, and the surplus of these two seasons—for which the heaviest over-production has been claimed—will be readily absorbed.

Nor have the California wine interests escaped the apathy which marks the whisky market. Demand is at its minimum and only for what might be termed daily wants. Dealers are not disposed to even discuss the prospects for next season, and it were almost a herculean task to secure any contracts for the Fall. Efforts in that direction have been very limited and it would appear that the growers have taken the same philosophical view of the situation as have the distillers in the whisky market, that is, not to force the point of contracting.

Some of those who profess to know all about it, claim that it would require more than the failure of this season's crop to equalize matters, so as to cause any material advancement of prices within the near future. The cry of over-production in the whiskey market is paralleled with that of heavy stocks of wine being carried in California, which it is claimed will hamper any attempt to advance prices.

They came, they saw, and they went on their way rejoicing! This can truly be said of all those members of the National Wholesale Liquor Dealers' Association who attended the convention held in this city from June 8th to 10th inclusive. It was highly gratifying to the resident members to hear the remarks of the visitors, which were as a unit, that New York did itself grand.

As a detailed account of the doings of the convention and the order of entertainment appears in another section of this issue, we shall not dwell upon the subject, except to state that from a business as well as social standpoint, this was a convention par excellence.

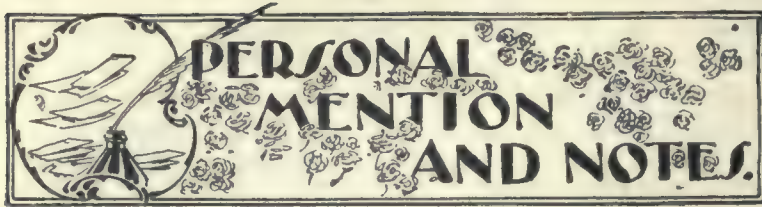
However, it is to be regretted that the California wine interests were not forcibly—as to numbers—represented, and that no mention was made of this most important branch of the business. It must be conceded that California is not sufficiently aggressive. True, no man is a prophet in his own country, but if he hide his light beneath a bushel basket, how can he hope for aught else than obscurity. While those who have made a study of such matters know the superior qualities of California wines, to the average layman the imported wines are the only ones worthy of consideration, because they have been educated into this belief by a system of advertising pursued by the importers. It is to be hoped that California will soon awaken to the necessity of an aggressive campaign in the advertising field.

We had the pleasure of a visit from Mr. Louis Haas, of the Crown Distilleries Company, who represented his firm at the convention.

The United States General Appraisers at this port have decided that where merchandise is detained by the order of the Secretary of the Treasury pending an inspection and analysis by the Department of Agriculture, pursuant to the provisions of the Pure Food law, the expense for storage for such time cannot be legally imposed upon the importer.

Mr. Max Oberfelder, the man who made "Monticello Pure Rye" famous, and the American Agent for Messrs. W. & A. Gilbey of London, sailed on June 11th for a summer abroad. Needless to say, that there will be considerable business combined with the pleasure of the trip.

E. C. S.



Lash's Bitters Company, of this city, inform us that they have finally established their New York office at 68 Varick Street. The Chicago branch met with immediate and remarkable success, far exceeding the expectations of the company. It is but reasonable to suppose that considering the sterling merits of the bitters and the ability of the management, this success will be duplicated in the Eastern part of the country. Mr. Chas. H. Hill will have the direction of the New York office.

J. Kantowitz, of San Francisco, representing the Rosenblatt Company, manufacturers of California wines and brandies, spent a week in Louisville in the interest of his firm. The company is composed of seven brothers, and in that respect presents a unique feature probably not paralleled in the country. Mr. Kantowitz sold in all 10 cars of wine in Louisville. He says that California will make this year much more brandy than it has made any season in the past ten years, and the wine crop also will be greater. The California fruit crop was fine, and the distilling season is just coming to a close. Mr. Kantowitz believes that Americans are turning more and more to California wines, as they approach in quality the European standard. —*Midas*.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

Heischmann & Co's

GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

WRITE TO US

BOTTLED WHERE
THEY GROW
IN CALIFORNIA.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

WRITE TO US

Considering the distance, California was fairly well represented at the Annual Convention of the National Wholesale Liquor Dealers' Association. Those present were Percy Morgan, W. Colman and Carl von Bergen, of the California Wine Association; Louis Haas, of the Crown Distilleries Co., and B. E. Severns and Louis Vrofumo, of the Italian-Swiss Colony. Next year this representation should be greatly augmented.

Harry Howell, special Coast representative of C. P. Moorman & Co., distillers of J. H. Cutter whisky, is in the city looking after the interests of the brand in this market. He makes his headquarters with Messrs. Sherwood & Sherwood, who are the Pacific Coast agents for his house. He reports that the demand for Cutter whisky is increasing at a highly gratifying rate, and looks for an excellent Fall and Winter trade.

Golden Eagle Distilleries Co., Inc.

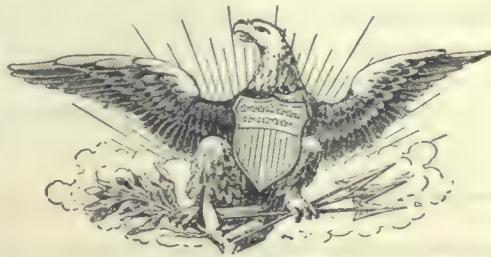
Golden Eagle
BOURBON AND RYE

TOM PARKER

AND

419 Bourbon
and Rye

Whiskies



TRADE MARK

SOLE AGENTS
FOR

Litthauer &

Caroni

Bitters

California Wines and Brandies

Office and Vaults:

417-419 Montgomery Street

TELEPHONE MAIN 5096

San Francisco, Cal.

Gundlach Bundschu Wine Co.
San Francisco *New York*

We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



Frank A. West, of George West & Son, Incorporated, accompanied by Mrs. West, has returned from an extended tour of the world. The journey was a highly pleasing one, including not only many of the countries of Europe, but Egypt and the Holy Land. Mr. West returned in good health and ready to tackle the many big problems of the coming vintage.

Edward Cerruti, of the Cerruti Mercantile Company, has returned from an extended trip through the southern part of the State. He brought home a fat order book, the volume of which was even better than his expectations, both with reference to his fine cigars as well as his wines and liquors. Mr. Cerruti looks for a lively Fall and Winter business.

Mrs. Louisa Kane's suit for an accounting brought against J. J. Hanifin & Co., of Oakland, wholesale and retail liquor dealers, has been compromised. Mrs. Kane's husband, the late Frank J. Kane, was a partner in the firm. It is claimed that the affairs were settled on a liberal basis.

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



**MARASCHINO
CHERRIES**

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY
SAN FRANCISCO

J. F. Plumel and L. Renard Co., of this city, have made application to change the firm name. In the future it will be known as the J. F. Plumel Co.

Ralph H. Melzer has filed his final account as special administrator of the estate of William Melzer, of Melzer Bros. Co., this city, deceased. His total receipts have been \$10,908.07, of which he has disbursed \$23.49 and has paid to the executrix the balance of \$10,884.58. The total value of the estate is placed at \$80,000. Mrs. Elizabeth Hughes Melzer, the widow, also petitions for a family allowance from the above estate of \$400 a month for the support of herself and a minor daughter.

Boise, Ida.—A new hotel is to be built to replace the old Overland Hotel. Bliss & Faville of San Francisco have prepared plans for the new building. The structure will be six stories high and will cost \$275,000. R. H. Johnson is attorney for the company. Furniture will cost about \$50,000.

Ventura.—Senator Bard and a few associates intend to put up a large oceanside hotel here. Promoters of the hotel enterprise claim to have secured options on all the holding in a large block. The new hotel would stand in the middle of the plot, with fine approaches from Oak, Front and California Streets and the beach. It is planned to purchase the big Anacapa Hotel, at the corner of Main and Palm Streets, and move it to the new site.

An Able Manager.

A RESIDENCE of but eight months in San Francisco has sufficed to stamp Mr. Julius F. Behrend, manager of the local branch of Fleischmann & Co., the well-known distillers, as a business man of push, enterprise and acumen. Mr. Behrend assumed control of Fleischmann & Company's Western interests in October of last year. Under his management the volume of trade, both export and local, has noticeably increased, and the way has been paved for still bigger things. Besides their headquarters at Cincinnati, Fleischmann & Co. have branches at New York, Baltimore, Pittsburg, Chicago, New Orleans and San Francisco; the future of none of these branches promises so well as that of the local house.

Mr. Behrend's connection with Fleischmann & Co. extends over eight years. Previously, he was for twelve years engaged in banking and general mercantile business in Southern Kansas. In 1896 he disposed of his interests in that section of the country and joined the firm with which his name is now identified. His first post was that of assistant manager of the yeast department, which kept him at Cincinnati. Three years ago Mr. Behrend was switched over to the assistant managership of the whisky department, this position still keeping him at headquarters. In the two berths named, Mr. Behrend rendered valuable service to his firm, and last October his reward came in the shape of promotion to the more responsible post of manager of the San Francisco branch. This puts him in charge of the whole Pacific Coast business, and in this territory Mr. Behrend has a vast field which he has already demonstrated his ability to competently cover.

Mr. Behrend entertains the most optimistic views regarding the future of San Francisco and the Pacific Slope generally so far as the wholesale liquor trade is concerned. Speaking the other day to a representative of the PACIFIC WINE AND SPIRIT REVIEW, he remarked:

"I think this section of the country is one of the most promising fields to be found anywhere on the continent, not even excepting Eastern points, for the liquor and allied businesses. Especially rosy are the prospects for nursing the export trade, and I think the time is not very far distant when, instead of importing maraschino cherries and such like products from Europe, we will export them to the European markets, as well as to China, Japan, the Philippines, etc."

Fleischmann & Co.'s Western business is steadily and unceasingly forging ahead. Only recently the capacity of the whisky blending, liqueur, and maraschino cherry plants has been enlarged. Inasmuch as the firm confines itself strictly to the jobbing and wholesale trade, it is getting the support of a large proportion of the leading houses in San Francisco and the remainder of the territory covered. The fancy liqueurs and the cherries and pineapples in maraschino, distributed by the company, favorably compare with the imported goods, and even excel them. All liqueurs are made by the distillation process, and the roots and herbs used in the manufacture of them are imported direct from Europe. The superintendent of this branch studied the manufacture of liqueurs in Europe, and is therefore able to make them exactly in accordance with the recipes used in the old country. An excellent business is also being built up in the blending of whiskies, and the export of whisky to Japan and China is growing all the time.

All-in-all, it may be said that the firm of Fleischmann & Co. is sharing to the full in the wave of prosperity that the Pacific Coast is now experiencing, and in Mr. Julius F. Behrend it has a man who may be depended upon to not only make the most of every opportunity for increasing business that presents itself, but to exercise initiative and energy in making new opportunities.

Increasing the Union Distilling Plant.

THE Union Distilling Company, at Agnews, is just completing great alterations and additions to the plant. The capacity of the stills has heretofore been about 700 barrels of spirits per month. The additions that have been made will permit of an output of from 1,500 to 2,000 barrels of high-proof spirit per month. The new stills, which were made in France, have been set up, and are expected to be running about the 1st of July. The alterations will cost something in the neighborhood of \$200,000. This company has had a great demand for its spirit, which is made from the by-product of beet sugar brought from the Spreckels sugar factory, at Salinas. All the spirit that can be produced for the next two months, at the increased capacity, has been sold, partly in San Francisco, and partly for export to Japan.

T. H. FRÖLICH

Wines and

Brandies

330

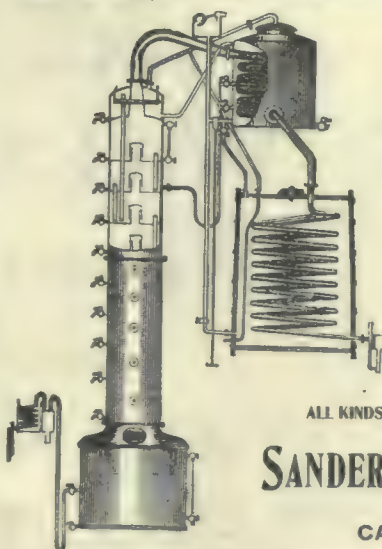
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The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wine-ies and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

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PAT'D SEPT. 29, 1891.



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“Canadian Club”

Whisky

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California Wine at the National Convention.

The California delegates to the Republican National Convention in Chicago did a lot of splendid work in advertising the wines of this State. At the headquarters of the delegation, wine and fruit were distributed with the most lavish hand. No other State had anything to give away. As a consequence, California's room was constantly crowded, and some of the biggest men in the convention were amongst the callers. On one day Governor Odell (New York), Speaker Cannon, Senators Fairbanks, Depew and Platt called and sampled the good things. Here is what one of the Chicago papers had to say about the California headquarters:

"On the second floor of the Auditorium a big banner is swung across a corridor which has more drawing powers than all the headquarters of all the hotels put together. It bears the sounding name of no candidate for President or for Vice-President. It shouts not the merits of Fairbanks or Hitt or Springer or Cannon. Yet, as a loadstone, it makes the North star look like an incandescent light. It bears just one magic word, 'California.' So steady is the stream of callers and so intense the enthusiasm that the extra linen covering of the hall carpet has worn through, and a new one will be put in place before the convention is over.

"The parade moves upon California in the following order: Delegates, alternates, spellbinders, more delegates, distinguished visitors in silk hats, thirsty onlookers, of both parties, additional delegates, innocent bystanders, citizens on foot. The reason for this unexampled prosperity is instantly apparent to the visitor who succeeds in working his way through the crowd to where Judge McKinley, chairman of the Golden State delegation, welcomes all comers. Behind a table stands a smiling colored man, who is delighted to be of service. On the table are many glasses. In the colored man's right hand is always a bottle of California wine. In cases behind him are more bottles of wine, and they say that in the California car somewhere on a siding—well, it's a shame to tell the whole story at once."

OUR WINE AN ATTRACTION.

CHICAGO, June 19.—"George A. Knight, an——"
Just then the man in charge of the California headquarters was interrupted.

"Is Mr. Johnson a delegate from California?" inquired man at the door.

"No one by that name here that I know of," answered the chairman.

"Is that California wine you have?" from the newcomer.

"Yes, won't you try it?"

"Don't care if I do," and he stepped to the counter and emptied his glass.

"As I was saying, George A. Knight, an attorney at San Francisco——"

"Is W. A. Jones a California delegate?" inquired the other.

"No."

"That California wine? Yes? Don't care if I do," and the other drained a glass.

"Well, as I was saying, Mr. Knight, an attorney at San Francisco, will be the next member of the national committee," and then there was still another interruption.

"Is my old friend Bill Brown on the California delegation this year?"

"Don't know him."

"Is that California wine? Beautiful color. Don't care if I do."

"As I was about to say, Mr. Knight succeeds Judge——"

But there was another visitor at the door.

"Samuel Greene isn't a delegate, is he?" asked the caller.

"Don't know him," answered the chairman of the delegation.

"That California wine? Just as the wine we import. Thanks, I don't care if I do sample it."

Every man who ever lived in California or any other State was inquired for. Of course, it wasn't the wine that attracted.—*San Francisco Call.*

An Interesting Annual Statement.

John Dewar & Sons', Ltd., Continuous Prosperity.

At the annual meeting, the Chairman showed profits for the year ended of \$525,140 and total net assets of \$3,568,315. The Company's capital is \$3,000,000. The chairman reported that the company had accumulated an exceptionally heavy stock of the very finest and oldest whisky, which was a guarantee that the present high quality would be maintained, the directors realizing this to be the only way to retain a great business, as it was the only way to create it; and adding that the demand for the company's brand continued to increase in every market both at home and abroad.—*The Scottish Critic.*

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California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia	Hock—Castle	Angelica—Victoria
Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Gutedel—Rheingold	Sherry—Oloroso
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
Burgundy—Cote d'Or	Haut Sauterne—Monopole	

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LOS ANGELES, - - - CALIFORNIA

An Up-to-Date Firm of Analysts.

SMITH, EMERY & CO., chemical engineers, analysts and technical investigators, of 426 Crossley Bldg., San Francisco, are in a line of business which is bringing them in close contact with the more progressive liquor firms and wine-makers of the State. One of the principal lines of work carried on is the analysis of manufactured products, and chief among the articles of commerce which the firm is handling are wines, malt and distilled liquors. There is today more attention being paid to the analysis of wines and other liquors than ever before. Both the growers and the distributors of wines are seeking the aid of the expert chemical analyst, and not infrequently the consumer also has analyses made. In this connection it is interesting to have the word of Professor Emory E. Smith, a partner in the firm, that in the large majority of cases the California wine brought under the notice of the firm is a good pure product. Furthermore, he says, the quality of California wines is advancing very rapidly. This is due, in his opinion, to the increase in technical knowledge in the making and handling of wines, and also to the fact that the public is becoming better educated, and is demanding a superior class of wines. Professor Smith states that the Eastern wines which come under his notice are not such good drinking wines as those made in California.

Smith, Emery & Co. are finding a wide field of activity in the analysis of mineral waters. Natural mineral waters, it has been found, change their character every three or four years. The percentage of particular minerals is continually fluctuating. There are mineral waters being presented to the public now upon analyses made 15 or 20 years ago. As a matter of fact these analyses are entirely misleading, because the proportion of the constituents of the waters has quite changed. Proprietors of these springs are beginning to realize the need of having a fresh analysis made every three or four years, and Smith, Emery & Co. have the very best facilities for this class of work. Professor Smith says that California has as good mineral water as any part of the world, if not better, and certainly the variety is larger. If the waters were presented to the public under more advantageous conditions, he is of opinion that California should be exporting mineral water instead of importing it.

Another branch of the work of this firm concerns itself with the analysis of soluble salts, sulphur and crude products of that kind. Persons who are starting industries freely avail themselves of these facilities.

Smith, Emery & Co. have the only physical laboratories west of Chicago. In these laboratories are expensive and elaborate machines for testing all kinds of metals—iron, steel, brass, etc.—and stone, bricks, cement, lime, clay and other substances. With immensely powerful hydraulic machinery the tensile and crushing strength of almost any physical object may be tested in these shops. This branch of the work is, of course, interesting to wine-makers, who use cement and other articles such as those mentioned in the construction of wineries. It is also of interest to know that the firm has apparatus for testing the bursting strength of pipes and for testing pumps.

In the working out of technical investigations looking to the utilization of waste products, Smith, Emery & Co. are carrying on a large amount of research work. The perfecting of methods of using by-products which are now

thrown away means, of course, the establishment of new factories, and Professor Smith states that work of this character already accomplished by the firm will result in the investment by capitalists of nearly \$2,000,000. Only during this month the Rialto Oil and Refinery Co. was enabled to start a refinery at Sargeants, in Monterey County, owing to a process discovered by Smith, Emery & Co.

Since the firm commenced operations at the beginning of the present year its business has increased to such an extent that it has been necessary to more than double the laboratory accommodation and the machinery. At the start there was only the laboratory at the Crossley Building, but since then a second one has been opened in the Potrero for heavy work, where the fumes are objectionable, and machine shops have been installed on First Street.

Professor Emory E. Smith was for years in charge of a department at Stanford University, and otherwise is well known in business circles throughout the Pacific Coast. Mr. A. L. Emery, his partner, for a long time had charge of the industrial chemistry of several of the largest manufacturing establishments of the city.

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TONIC LAXATIVE

Mont Rouge Vineyard

LIVERMORE VALLEY

CALIFORNIA



CHAUCHE & BON, - Proprietors

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17 FIRST STREET

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San Francisco

Another Good Servant Goes.

THE State is to lose another valued servant, in the person of Alexander Craw, State Quarantine Officer, against insect pests. Mr. Craw is to leave us because the Hawaiian Government offers him more than twice the salary he is now receiving, and a five years' contract. There is certainly something wrong in our system. We train men to become valuable in important scientific lines, and other Governments discover their value and pay them what they are worth. Some day our lawmakers will discover this fact, which is not an obscure one.

The immediate occasion of inviting Mr. Craw to Hawaii is the damage that has been done by the leaf hopper, an insect that has cost the sugar planters of Hawaii millions of dollars. Mr. Craw has done valuable work in California in the line of protecting trees, vines and crops from the ravages of insect pests, using beneficial parasites gathered from various parts of the world. He has been connected with the State's quarantining of fruit pests for nearly fourteen years. The engagement to go to Hawaii results from the work performed by Mr. Craw in California.

Incorporations.

Solano Brewing Co.; capital stock \$60,000; shares \$100 each, subscribed \$500, by Charles, H. J., W. A., Kathrina and Nellie Widenmann, 1 share each; place of business, Vallejo.

The California Vineyards Co. (under laws of Maine); capital stock \$100,000, shares \$100 each, subscribed \$1,100, by J. H. Homstein, F. J. Cabot, M. J. Sippe, Jacob Sippe and J. Lavine, 1 share each; place of business, Augusta, Me.

The English Inn; capital stock \$20,000, shares \$10 each, subscribed \$50, by F. J. Murphy, J. C. Shachue, Sam Glunsky, T. M. Marvis, W. L. Harper, 1 share each; place of business, San Francisco. F. J. Murphy (attorney).

St. Nicholas Hotel Co.; capital stock \$50,000, shares \$50 each, subscribed \$500, by J. B. Richmond, 2 shares; S. W. Cowles, 5 shares; J. H. Doolittle, C. M. Belshaw and H. C. Bunker, 1 share each; place of business, San Francisco.

Butte, Mont.—Articles of a corporation to be known as "B. Gallick," have been filed. The purpose of the corporation is to engage in a wholesale and retail liquor and cigar business. The capital stock is \$90,000, in shares of the value of \$10 each. The incorporators, each of whom has subscribed for five shares of stock are: William Gallick, Gus and B. Gallick and M. W. G. Sternfels.

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FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
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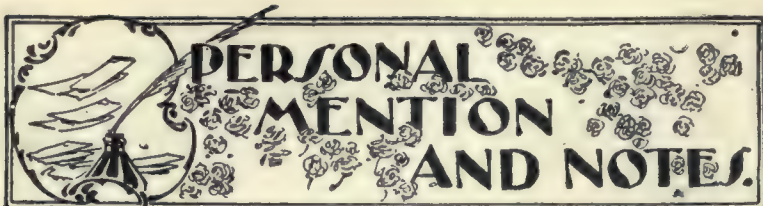
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SAN FRANCISCO, CAL.

Telephone South 326



Chapman & Wilberforce have just received a shipment of 600 cases of Coates & Co.'s Original Plymouth Gin. This is the biggest consignment of the gin that has arrived in San Francisco for some time past. A brisk and increasing demand for this article is reported by Chapman & Wilberforce.

Mr. Roger Bocqueraz, of the Shea, Bocqueraz Co., San Francisco, who has been on a trip to Europe, returned to this city last week. The journey was purely for the purpose of pleasure, and Mr. Bocqueraz had a very pleasant time. He divided the period of his absence chiefly between Paris and London.

McDonald and Cohn, the distributors of the popular El Rey Whisky, find compensation for the undeniable slackness of business in the city at this time in the very favorable outlook which the country trade presents. The salesmen of the firm report that all indications point to a very good Fall, especially in the northern part of the State.

Fleischmann & Co. report that although business was none too brisk during June, as is only to be expected at this

period of the year, a decided tendency towards improvement was shown toward the end of the month. The demand for the cherries in maraschino, bottled by this firm, continues to be satisfactory.

His many friends will regret to learn that Mr. Ernest Schraubstadter, of A. Finke's Widow, has been laid up for about a month with inflammatory rheumatism. During that time he has been confined to his home at Mill Valley. Latest reports are that he is improving in condition, and expects to be about soon. Mr. Schraubstadter is going to St. Louis, his birthplace, in September, and expects to work up a considerable Eastern demand for the champagne made by his firm.

Charles A. Whitmore, manager of the Santa Barbara Mineral Water Company, the owners of Bythinia, spent two weeks in Los Angeles and Fresno during the month, pushing the sale of this popular line of goods. He succeeded in placing the water in a number of saloons which have not heretofore used it. Bythinia is rapidly gaining ground in the bars of the State. Mr. Whitmore appointed John Lagomarsino, the well known wholesale liquor dealer of Ventura, agent for Bythinia in Ventura and Santa Barbara Counties. The company has had made a large number of neatly designed brass signs, which are to be affixed in the various saloons of San Francisco and other cities.

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BUCHANAN'S BLACK and WHITE SCOTCH
J. BAUMGARDNER RYE
UNION LEAGUE BOURBON
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Ruinart Brut Champagne

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PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VINICULTURE

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Rheinstrom Bros.	1 page
Smith, Emery & Co.	¼ page
M. Hommel Wine Co.	¼ page
Liberty Restaurant.....	¼ page
Escalle's Road House	¼ page

RE-CONSTRUCTED

Sunny Brook Distillery Co.....
Rainier Beer
E. H. Taylor, Jr., & Sons
Fred Brett
Landini & Besana

Harmony is Advantageous.

A REPORT of the Wine Growers' Conference at Buffalo, published on another page, would appear to indicate that there is a strong probability of harmonious and mutually-beneficial relations being established between the viticulturists of the East and those of California. The advantages of such a condition of affairs replacing the existing bitter rivalry, are too obvious to need particularizing. THE PACIFIC WINE AND SPIRIT REVIEW has always wielded its influence in support of co-operation between the growers of both sections. In the issue of February last, in an article referring to the American Wine Growers' Association, which then comprised only Eastern wine men, we wrote strongly in favor of co-operation between the wine interests both sides of the Rockies. Following is an excerpt from the article alluded to:

"If this new organization is not above taking well-meant advice, we would suggest that it immediately abandon its effort to meet the competition of California wines—the attempt is foredoomed to failure, anyway—and work hand in hand with the viticulturists of this coast in the task of increasing the consumption of wine in America. There is room for everybody, without one section trying to cut the throat of another section. The wine-drinking proportion of the enormous population of the United States is infinitesimal. The true sphere of activity for any American Wine Growers' Association is a campaign of education as to the advantages from the point of view of morality and temperance of the habitual consumption of wine. There is plenty to do along those lines without hindering the industry by breeding mutual antagonisms. Moreover, all that is done in that direction will well repay the expenditure of energy and money."

The action reported from Buffalo appears to be strictly in

line with the advice given by the WINE AND SPIRIT REVIEW, and we, in common with all interested in the advance of viticulture in this State, note the development with the utmost satisfaction. The complaint of California wine-makers in regard to the American Wine Growers' Association has always been that, while it has a national title, it consisted solely of Eastern wine men. This has seemed intolerable to the wine-growers of California, seeing that this State produces three or four times as much wine as all the rest of America combined. A proper representation of California in the Association will elevate it from its status as a sectional organization into a national body, and as such its sphere of usefulness will be very great. But Californians must insist upon fair and adequate recognition.

Defeat Bard The Prohibitionist.

SENATOR BARD is making great efforts to succeed himself in the United States Senate. This is bad news for the wine and liquor men, not only of California, but of the entire country, because Mr. Bard is a rank Prohibitionist, and if he is re-elected we will have a powerful enemy in office for another six years. Vine-growers and wine-makers should take a deep interest in this unexpected move on the part of Bard, and they should have the support of the intelligent wine and liquor trade in an effort to defeat him. Now is the time to get in and write strong letters and make verbal appeals to the State Legislators, showing why it would be a grave mistake to return this narrow-minded man to this exalted office.

What is wanted is a broad-minded, liberal man who, unlike Senator Bard, can draw the line between his duty to his personal prejudice and his duty to the general public whom he represents. We sincerely hope he will be defeated for he is not the man for the place.

Why Tax Pure Wines?

THE Supreme Court of America in the case of McCray vs. the United States, has rendered a decision upholding the constitutionality of the law imposing a tax of ten cents a pound on artificially colored oleomargarine and one cent a pound on uncolored oleomargarine. In the enforcement of this law it is not found necessary to impose a tax on pure butter. Why, therefore, should it be necessary for the Bell Pure Wine Bill to provide for the taxing of pure wines as well as of the adulterated and sophisticated article? Representative Bell's measures fixes a tax on impure wines of 25 cents a gallon, while on pure wines a tax of 1-10th of a cent per gallon is imposed. The necessity of this impost on pure wines—light as it is—is not very apparent. If oleomargarine can be constitutionally taxed without at the same time taxing pure butter, why not tax adulterated wines without taxing the pure product? The decision of the Supreme Court of the United States in regard to oleomargarine would appear to open the way to the elimination of the special tax proposed on pure wine.

San Jose Moonshiner Caught.

THE still of Mat. Bokanovich, a distiller of San Jose, has been seized by Government agents and confiscated for alleged illicit distilling. It is claimed that the distiller has made large quantities of brandy which he has sold without paying the requisite Government tax.

THE LATEST AND BEST
The **Karl Kiefer** Multiple Perfection **FILTER**
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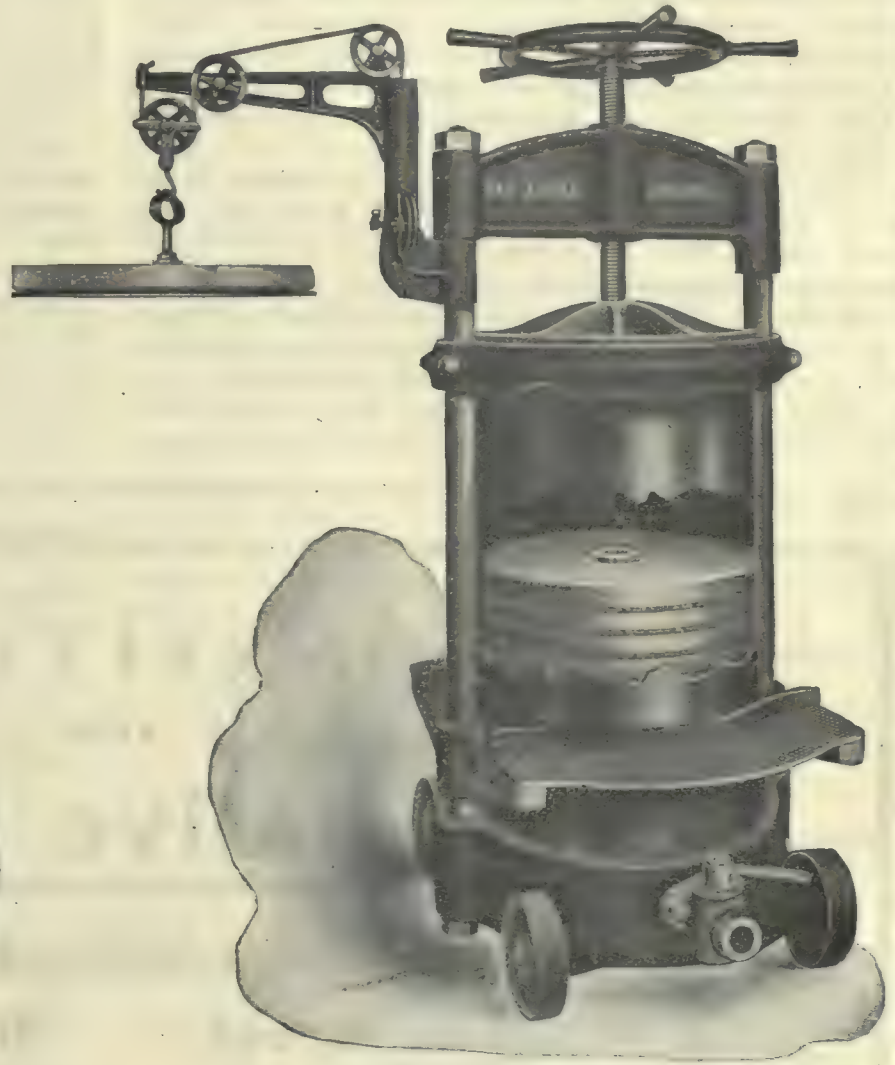
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Bay County Vineyard Prospects.

THE indications now are that with reasonably cool weather for the next month the grape crop will be equal to that of last year. For a time it appeared that the yield of the phenomenal crop of 1887 might be reached, but coulure prevails to a greater or less extent in all the vineyards and a few days of north wind added its blight and the yield will consequently not be as large as was expected a month ago. There is nothing discouraging in this, however, to the ordinary grower as a large crop necessarily means a reduced price with the immense quantity of wine still in the cellars of the large dealers.

The question of price is now disturbing the growers. A representative of the *Herald* has talked with several of the largest buyers of grapes in this section and they express the opinion that there will be a slight reduction. Most of them incline to the belief that it will not be more than \$1 a ton although one prominent grower expressed the opinion that black grapes will not bring over \$12 a ton during the present season.

The "mysterious disease" continues its ravages in the local vineyards. In some localities this disease has been very marked while in others it has made practically no headway. Taken as a district, the disease is making serious inroads upon the vines and as it attacks resistant as well as the original stock and yields to no treatment yet discovered, it has occasioned no little alarm among the growers.

There is small comfort in the fact that our district is favored above others in this respect and few local growers

would have believed this to be the case, but that is the opinion of C. L. Crellin and D. C. McNally, two experienced local growers, who have just returned from a trip through the vineyard districts of Napa and Sonoma counties made expressly for the purpose of investigating the disease. They found that it prevailed in every section of these two counties with the exception of a small area in the Geyserville neighborhood and the Swiss-Italian Colony at Asti, but they failed to learn of a remedy and the growers generally were more discouraged than here. Some of the vineyards are in shocking condition and one noted vineyard in Napa county has been completely decimated and will no longer be a name to conjure with in the wine markets of the country. They found conditions discouraging in the St. Helena district but this is due to the phylloxera which is of many years' standing in that locality and has about cleaned out all the famous old vineyards of that district. Resistant stock has not been planted in that locality to the extent that it has elsewhere and the future of the wine industry of that section is not promising.

The only district in which the local investigators found absolutely clean vineyards and where the conditions were generally ideal was in the Dry Creek valley near Healdsburg.

The best cared-for vineyards encountered in the whole drive of three days were those of the Swiss-Italian Colony. The cultivation was hardly equal to that found in the best conducted vineyards in this valley, but at Asti the individual vine receives more attention. The local vineyardists have felt the need of fertilization for several years but

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have been deterred on account of the heavy cost and the lack of knowledge as to the best fertilizers to use. At Asti several different fertilizers are used with excellent effect. While the cost is heavy, the yield is increased fully a third which covers the cost and leaves a tidy profit while keeping the vines in a thrifty condition which resists disease, as it will be noted that Asti is the only locality in which the "mysterious disease" has not made its appearance. Both gentlemen returned fully converted to the fertilizing idea and during the coming winter Mr. Crellin proposes to put to practical use the ideas on this subject that he gathered during the trip, which was both pleasant and profitable.—*Livermore Herald*.

Grape Prices in San Joaquin.

GEORGE WEST & SON'S local manager, Louis S. Wetmore, has been traveling through the grape-growing sections of northern San Joaquin county making five-year contracts with growers of Zinfandel and other strictly black wine grapes for their crops at prices which guarantee the grower \$12 per ton and assure a better price if the regular price for such grapes rules above \$12 any season of the five years life of the contract. There are about 4,000 acres of Zinfandel grapes in San Joaquin county and the West wineries want only one-fourth of that acreage for their demands, but they are making an offer of purchase that will guarantee the vine-grower a good profit on his crops for five years, including the current season. Growers can thus figure on a cash return for five years and count on fixed profits. Zinfandel vines produce as high as ten tons to the acre, but the average will be six tons, and as it costs not to exceed \$6 a ton to produce such grapes the annual profit to the grower who contracts with the West winery is at least \$36 per acre for five years, which will more than pay for his land and improvements. Mr. Wetmore said that this season would be equal to 1902, which was the banner year for grapes in northern San Joaquin.

Wineries not Taxed.

AT the meeting of the Board of Supervisors Monday during consideration of the clause in the recently adopted license ordinance taxing wineries, an amendment was adopted which relieved the institutions of the tax and hereafter they will be permitted to operate as they see fit without paying any license. It was held that the tax would prevent the small vineyardists from experimenting with the grapes and from making wine for their own use.—*Lodi Sentinel*.

The insufferable north wind that has been prevailing for several weeks past, it is reported, is doing a great amount of damage to the vineyards in this section of the county, not alone by its withering heat, but by its violence, which has in many instances where the vines were not properly tied up and protected, broken off the grafts and destroyed the young and tender new growths. The bunches of fruit, in the early stages of formation have been withered by the blasting heat so that they drop from the stems at the least agitation, and damage is inflicted which will be hard to estimate.—*St. Helena Star*, June 16th.

O. Butler of the Agricultural Experiment Station at Berkeley, who is investigating the red leaf vine, would find his work considerably favored if the growers, as soon as they notice any symptoms of this disease in their vineyards, would send him a postal card notifying him of the fact. Of course, he will be unable to visit the vineyards of all those who write and must be allowed to select, without prejudice, those most conveniently situated throughout the county. Address communications relating to the red leaf disease to O. Butler, Agricultural Experiment Station, Berkeley.

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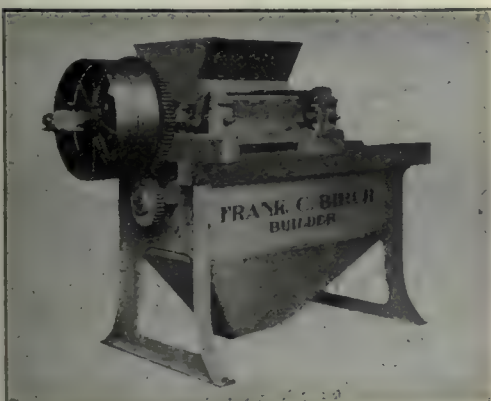
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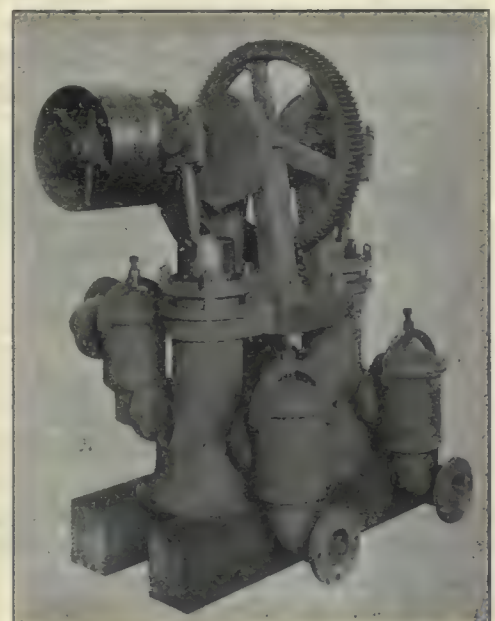
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References: California Wine Ass'n, Italian-Swiss
Colony and others.



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Internal Revenue and Customs Rulings.

(T. D. 25344.)

Additional duties on wines and rectified alcohols the product of Chile.

(Circular No. 55.)

TREASURY DEPARTMENT, June 2, 1904.

To officers of the customs and others concerned:

It has been ascertained that the Government of Chile pays an export bounty of 5 cents per liter on wines and all rectified alcohols produced in that country. Additional duties will, therefore, hereafter be levied at a rate equal to 5 cents per liter on all wines and rectified alcohols the product of Chile, imported either directly or indirectly from that country into the United States, in accordance with section 5 of the tariff act of July 24, 1897.

The remission of the amount of internal revenue tax, if any, on all such wines and rectified alcohols will be included in the foreign market value thereof for the purpose of assessment of the additional as well as the regular duties.

LESLIE M. SHAW,
Secretary.

(796.)

Bottling whisky in bond.

No spirits can be withdrawn for bottling under the bottling-in-bond act until the period during which a request for regauge of such spirits can be made has expired.—Spirits bottled in bond may be reduced by addition of pure water only to not less than 100 per cent proof for domestic use, or to not less than 80 per cent proof for export purposes.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., June 4, 1904.

SIR: In reply to the several inquiries submitted in yours of the 31st ultimo, relative to bottling whisky in bond, you are informed that no spirits can be withdrawn for bottling under the provisions of the bottling-in-bond act until the period during which a request for regauge of such spirits can be made has expired. The entry for withdrawal for that purpose must, therefore, bear date not less than four years after date of deposit of the spirits in bond.

Spirits bottled in bond may be reduced by the addition of pure water only to not less than 100 per cent proof for domestic use, or to not less than 80 per cent proof for export purposes.

No substance or material whatever for sweetening, coloring, or flavoring can be added to the spirits during the process of bottling or the preparation of the spirits for bottling. Only spirits of the same kind, differing only in proof, produced at the same distillery by the same distiller and during the same distilling season, can be mingled in a cistern provided for that purpose in the bottling warehouse.

Respectfully,

ROBT. WILLIAMS, JR.,
Acting Commissioner.

Mr. _____

(T. D. 25372.)

Cordials and liqueurs from France.

Cordials and liqueurs imported from France entitled to the benefits of the reciprocal commercial agreement negotiated with France under section 3, act of 1897 (T. D. 19405).

TREASURY DEPARTMENT, June 9, 1904.

SIR: The Department is in receipt of reports of the

United States attorney for the southern district of New York, in which he states that the appeals of the United States in the cases of the United States, appellant, v. Julius Wile, Brother & Co., appellees (suit 3219), and United States, appellant, v. Gerhardt Luyties et al., appellees (suit 3225), were recently decided in the United States Circuit Court of Appeals for the second circuit adversely to the Government.

The former case involves the question whether cordials and liqueurs imported from France are entitled to the benefits of the reciprocal commercial agreement negotiated with France under section 3 of the act of July 24, 1897, which issue was decided by the United States Circuit court of Appeals adversely to the Government, following Nicholas v. United States and Chauffour v. United States (T. D. 22314).

The latter case involves also the question whether certain absinthe which was invoiced in France, but shipped from Switzerland to the United States, was properly entitled to the benefits of the reciprocal commercial agreement referred to, which issue was also decided in favor of the importers, the court holding the absinthe to be a product of France.

The Attorney-General advises this Department that no further proceedings will be directed in these cases. You are, therefore, hereby authorized to forward the usual certified statements to the Department for refund of the duties exacted in excess in settlement thereof.

Respectfully,

(367 k.)

ROBERT B. ARMSTRONG,

Assistant Secretary.

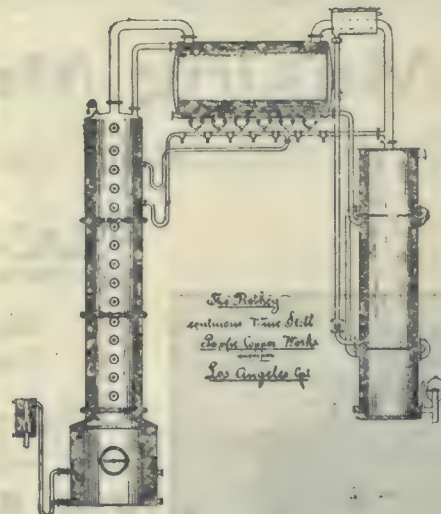
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Distilled spirits—Name known to the trade.

Alcohol reduced to 120 per cent proof for domestic consumption not properly marked "alcohol," as indicating the name of the spirits as known to the trade.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., May 21, 1904.

SIR: Inquiry is made in your letter of the 17th instant whether alcohol which has been refined at a rectifying house and reduced from 188 to 120 per cent can properly be branded "alcohol," as indicating the name of the spirits as known to the trade. The decision reached by your office upon the question is to the effect that the spirits in order to be entitled to be marked "alcohol" must be of high proof—as, for example, 188 per cent—and that the diluted article above referred to might properly be marked "spirits" or "dilute alcohol."

In reply to your request for instructions, you are informed that your decision has the approval of this office, at least as far as it relates to spirits put up for domestic consumption. Any considerable dilution of alcohol to a proof less than 188 would largely destroy the essential characteristics of alcohol as known to the trade.

By office letter addressed to your predecessor on August 15, 1899, he was instructed that objection would not be made to the marking of the trade name "alcohol" on a product of this nature having a proof of 130 per cent where the same was put up in tin cans for the export trade,

thus insuring equal advantages to our domestic goods in competition with goods of foreign production. It seems proper that the permission therein contained should be limited to such cases.

Your understanding that the reduction in proof of spirits by the simple addition of water does not constitute rectification is correct.

Respectfully, JOHN W. YERKES, *Commissioner.*
MR. P. G. RENNICK, *Collector Fifth District, Peoria, Ill.*

(T. D. 25302.)

Leakage of wines, liquors, etc.

No allowance can be made for leakage of wine from a cask prior to importation, for the reason that paragraph 296, tariff act of 1897, prohibits any such allowance.

TREASURY DEPARTMENT, May 21, 1904.

SIR: The Department duly received your letter of March 15th last, reporting the arrival at your port of certain sherry wine from the port of Philadelphia under immediate transportation entry No. 1194.

It appears that the invoice and immediate transportation papers called for 25 casks of sherry wine, but that one of the casks was found to be empty, although the seal was found to be intact; that the evidence showed that the contents had leaked out on account of bad cooperage, and that that fact was not noted on the manifest at Philadelphia by the customs officer who supervised the lading of the merchandise. You request to be advised as to whether, in the liquidation of the entry, the duty should be collected only on the actual quantity received at your port and al-

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allowance made for the leakage of the contents from the one cask referred to.

The Solicitor of the Treasury, to whom the matter was submitted, advises this Department, in an opinion dated May 7, 1904, that the law does not permit an allowance to be made for wine lost by leakage, as in this case, and you will liquidate the entry accordingly, leaving the importer to his remedy by protest, under section 14 of the customs administrative act of June 10, 1890.

Respectfully,
(14251.) ROBERT B. ARMSTRONG,
Assistant Secretary.
COLLECTOR OF CUSTOMS, Wilmington, Del.

(798.)

Shipping spirits under other than the brand as known to the trade.

Section 3449, Revised Statutes, is a revenue measure designed to assist in tracing spirits removed without payment of tax. If spirits are put up under a fictitious label and shipped or transported, they are liable to seizure. A dealer is not liable to prosecution for selling such spirits by the bottle to parties who remove the spirits.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., June 11, 1904.

SIR: Your letter of the 23d ultimo, in regard to the case of ———, retail liquor dealer in your district, has been received.

It appears that your deputy visited the place of business of Mr. ———, and upon examination of the premises found a quantity of liquor put up in bottles marked and branded as follows: Three bottles, as containing Coates & Company's Plymouth Gin, and seven bottles, as containing James Hennessy's three-star Cognac.

The liquors were detained on the ground that there was a violation of Section 3449, Revised Statutes, and inspection of the caps on the bottles disclosed the fact that they were counterfeit, and that the bottles contained liquor different in quality from that known to the trade under the labels. It appears that ——— sold a bottle of brandy with a fictitious label, and that the purchaser took the same away with him.

The case was laid before the United States attorney, who held that this act did not bring the case within the purview of section 3449, Revised Statutes, which reads that "whenever any person ships, transports, or removes," etc., and he refused to cause a warrant to be issued for the arrest of ——— on the ground that there had been no violation of said section.

This section deals entirely with the tracing of spirits in shipping, and is not to be considered as a police regulation, but as a revenue measure. In other words, it is a section designed to assist revenue officers in tracing spirits which have been shipped or removed from the place of manufacture without the payment of tax thereon. If these bottles of spirits had been bought from another dealer, or if the spirits had been put up by ——— and shipped to other persons, then the law would doubtless justify seizure. But it does not appear that, under section 3449, Revised Statutes, spirits put by a dealer into packages bearing a label other than that indicating the proper brand or name known to the trade as designating the kind and quality of the contents of the packages containing the same, for his own use or convenience, can be seized and forfeited, nor that the dealer is liable to prosecution.

The action of the United States attorney in refusing to issue a warrant is approved.

Respectfully, JOHN W. YERKES, Commissioner.
MR. FERDINAND EIDMAN, Collector Third District, New York.

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No. 9



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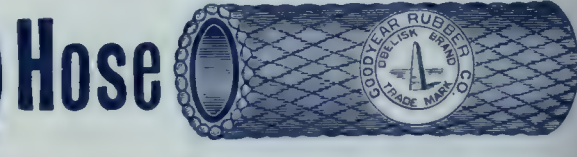
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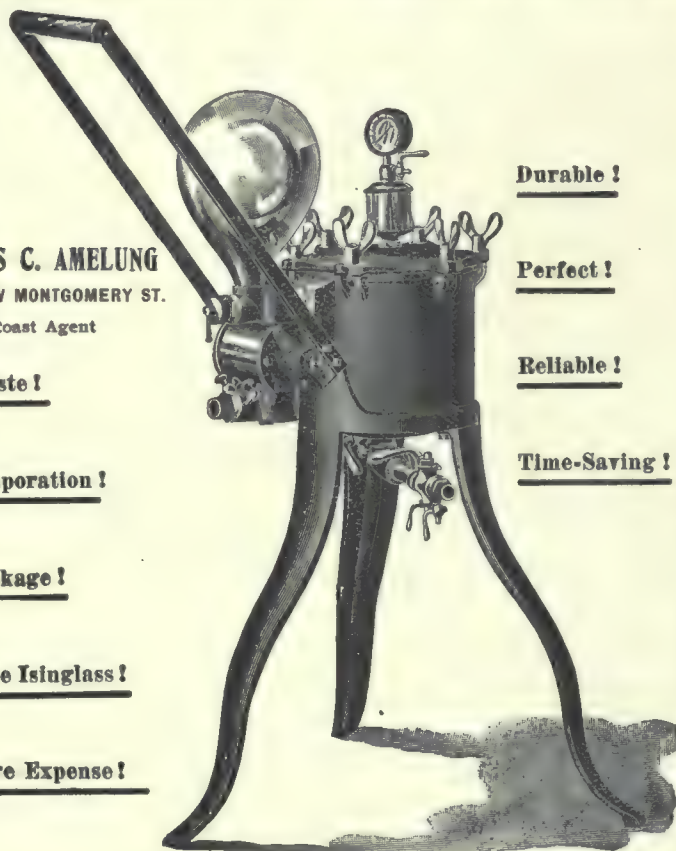
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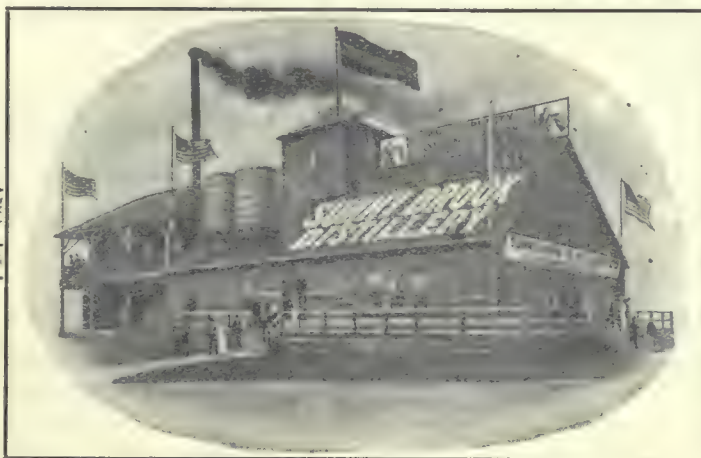
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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

WINES.—Unquestionably, the market is weak and unsettled, and Eastern conditions are not encouraging. Everybody is waiting for the summer to pass and for new conditions to develop. Prices are not strong. It would appear that the leading shippers are filled up for the present, and are uneasy about the new conditions under the coming vintage. If wines are to go lower, no one wishes to be caught with high priced stock. But it is hardly to be asserted that there is more wine than the California trade needs, and it would not take a great exertion to take up whatever there is left of acceptable cellars. A million gallons of dry wines turned into strong hands would clear the situation and beneficially influence the dry wine market.

Exports to all ports by sea during July totaled 323 cases and 391,280 gallons, valued at \$134,197. Imports for July consisted of ninety-five cases, thirteen casks and one barrel.

The receipts of wine from interior cellars during the month totaled 1,353,415 gallons.

The production of sweet wines for the four months from January 1st to April 30th, 1904, was 1,454,948.69 gallons. The output for the same period last year was 2,033,996.32 gallons, showing a great falling off in production during the latter part of the last season. The details appear in tabular form elsewhere.

BRANDY.—There has been no change in the brandy market conditions. A new law has been recently adopted in England, which may have good results for makers of brandy in California. This law provides that only the pure product of the grape can enter the United Kingdom as Cognac (or grape) brandy. It has been demonstrated to the British authorities that many of the so-called cognac importations were rather doubtful in character, and this new law is the result. Evidently the idea of the British Government is to foster the Australian and Cape Colony brandy industry, but the act must naturally also benefit California brandy makers.

The quantity of brandy produced in both districts of the State during June was 16,965.6 gallons.

The receipts of brandy from interior cellars during July totaled 12,300 gallons.

Bonded stocks in the State, on June 30th, aggregated 1,596,295.1 gallons.

Exports by sea during the current month amounted to 110 cases and 5,627 gallons, valued at \$4,261. Imports comprised 322 cases, exclusive of five barrels, forty-eight casks and seventy-five cases of cognac.

WHISKY.—There is no improvement to be noted in the whisky market. If anything, conditions are even more depressing than they were a month ago. All the wholesalers are complaining of the disappointing volume

of sales. This is, in the ordinary course, a dull time of the year; but the leading houses say they have not experienced such an unsatisfactory July in some years. Some of them are gathering a doubtful satisfaction from the fact that the depression in business is not confined to liquor interests, but is quite general. "There is a roar all along the street, and it is not the whisky dealers who are roaring loudest," remarked one. The trade is now looking anxiously for the fall, when business is expected to "loosen up."

Exports by sea for the month consisted of 1,619 cases and 3,590 gallons, valued at \$15,126—a considerable falling off as compared with the exports in June. Imports totaled 1,130 cases and 148 barrels.

Miscellaneous exports during July were again heavy, totaling 510 packages and 45,367 gallons, valued at \$14,388.

IMPORTATIONS.—There is no material change in the condition of the import market. Import firms are not escaping the prevailing depression, but in the circumstances business is holding up well.

Imports during July were of good volume. They were: Whisky, 1,130 cases, 148 barrels; brandy, 322 cases; cognac, 75 cases, 48 casks, 5 barrels; gin, 1,410 cases, 3 casks, 5/8 pipes; Geneva, 89 cases, 5 octaves; wine, 13 casks, 95 cases, 1 barrel; vermouth, 1,232 cases; champagne, 177 cases; beer, 65 cases, 45 casks; absinthe, 300 cases; bitters, 153 cases; fernet branca, 500 cases; mineral water, 690 cases; sake, 100 cases; spirits, 804 cases; prune juice, 35 barrels.


BEER.—The local beer trade is having the same experience as other lines. Business is not bad, but it is not so good as it was expected to be. The export business livened up considerably during the month, more than twice as much going away by sea in July as in June. Three thousand six hundred and seventy-two packages bottled and 147 packages bulk, valued at \$17,047, were exported. The imports amounted to 45 casks and 65 cases.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of July were: Wine, 1,353,415 gallons; brandy, 12,300 gallons.

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Praise for California Brandy.

SMITH, EMERY & CO., who have a large plant at 426 Crossley Building, San Francisco, for the analyzing of liquors and all food stuffs, etc., have, in the course of recent business, handled a considerable number of different brandies. Comparative analysis have been made of brandies made in California and of the product of foreign countries. It is satisfactory to have the word of Mr. Emery E. Smith that California brandies come out of the test with flying colors. The best California brandy is, he says, superior to the best of the imported brands. The investigations so far made have shown that there is nothing on this market so good as the pure grape brandy made in the State. Of course there are inferior brandies of local make, but the worst of these are not so bad as some of the imported brands. Mr. Smith is convinced that California brandies are the best in the world.

Armbrust Winery and Distillery Seized.

THE large winery of Henry Armbrust, on West Lane, near Stockton, was seized on the 11th of July, and an internal revenue officer placed in charge, the owner being charged with having removed untaxed brandy from the distillery. The seizure was the result of unstamped goods being found on the market by a revenue officer. The quantity of brandy involved in this particular case is about 160 gallons, but the department officers believe that Armbrust has been selling untaxed brandy extensively. The establishment has been closed, and an internal revenue official is in possession pending the hearing of a suit in the United States Supreme Court for the forfeiture of the property. Armbrust is an old man and will not be arrested. The stock on the premises has been appraised at a value of \$15,000. About eight years ago Armbrust was convicted of a similar offense, and within the last twelve months he was convicted and heavily fined for changing the "proof" of some liquor which had been tested by Revenue Officer Ellis.

German Wine-Growing Colony.

IT is reported from San Jose that the visit to the State of Henry F. Gillig in the interests of a number of German vineyardists, who are anxious to emigrate to California, as reported in recent issues of the "Review," is to result in the settlement of 1,000 grape-growers from the Fatherland along the Eastern foothills of the Santa Clara Valley. The land extends all along the valley from Niles to Gilroy, and contains thousands of acres that are adapted to vine-growing. It is stated that money is to be furnished the colonists to start, a number of German capitalists being back of the scheme. It is stated that this syndicate will establish a German-California bank either in San Jose or in San Francisco to finance the undertaking and conduct a general banking business. The vineyardists who propose to emigrate to California have been engaged in vine-growing and wine-making for years, and are leaving Germany because the soil along the Rhine Valley has become impoverished.

The extension of their business has made it necessary for the Napa and Sonoma Wine Company to secure much larger quarters. They have taken a long lease of the first floor and basement of the former power house of the Howard Street Cable Railway Company. The vault will be among the most extensive in the country, having a floor surface of 30,000 square feet. The location is an ideal one for their class of trade, being centrally located and only four blocks from the new main postoffice. The company are to be congratulated upon their fine success. It is most certainly a reward of merit, both as to quality of goods and methods of business.

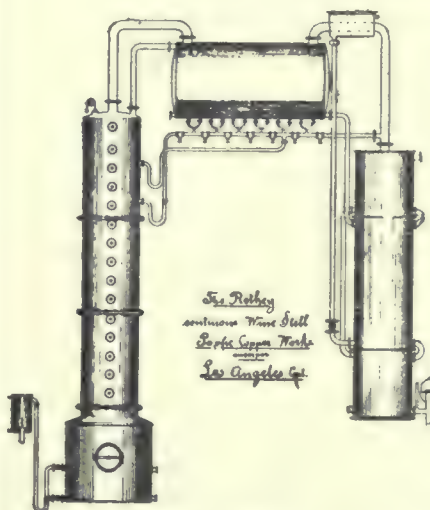
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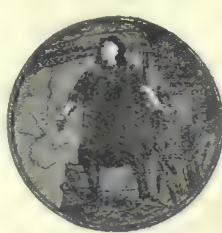
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VINTAGE PROSPECTS

THE usual midsummer reports, showing the condition of vineyards throughout the State, is given herewith. The information has been carefully gathered and will be found to comprise reliable reports from representative vineyardists in all the grape-growing districts of California. The bulletins demonstrate beyond doubt that this season's crop will be a very full one—in all probability larger than that of 1903. Almost without exception the growers report conditions to be most favorable. The vineyards have passed through the periods of danger from frost and sunburn almost untouched, and the worst that has happened is in some cases a little injury from mildew. Generally speaking, phylloxera and Anaheim disease are making steady progress. In the affected districts the old vineyards are dying with more or less rapidity. But most of the vineyards established on resistant stock are in good condition.

DRESEL & Co., Sonoma.—All resistant vineyards are in good condition. No appreciable damage by frost or sunburn; slight damage by mildew. The prospects are for a fuller crop than last year. Same proportion of wine in cellars as at this time a year ago. California vine disease has appeared, but as yet has done no damage. No vines planted this season in this neighborhood.

T. L. ORR, Occidental.—Vineyards all in healthy condition. Some dropping of the grapes caused by frost. Crop prospects about equal to those of last year. Cellar empty, as it was a year ago. So far as phylloxera and other diseases are concerned, this locality appears to have a clean bill of health. There has been little planting this year, but about 200 acres were planted last season.

ALBERT GAYE, Sebastopol.—Vines are vigorous and condition of vineyards is good. No damage by frost or sunburn. Crop prospects same as last year; will be a two-thirds crop in this vicinity. One hundred and thirty thousand gallons in the cellar this season as against 300,000 gallons last year. No phylloxera in this locality, but red leaf disease is doing considerable damage. About five acres of vines planted this season.

W. D. SINK, Cloverdale.—Condition of vineyards, good. No damage by frost or sunburn, but some from mildew. Crop not so large as last year. Not as much wine in the cellar as a year ago. Few vines planted this season.

CHARLES THOMSEN, Cozzens.—Condition of vineyards, apparently healthy and vigorous in immediate vicinity, where there is as yet no phylloxera. No frost or sunburn up to date. Recent fogs and cool weather have caused some mildew. Prospects are that the crop will be somewhat lighter than last year. No wine remaining in cellars so far as is known. Phylloxera is rapidly advancing up the valley; very destructive in lower part. Less Anaheim this season. Quite a large acreage of vines planted this season.

W. A. CHISHOLM, Windsor.—The hill vineyards are dying of phylloxera, but the valley vineyards, where there is no phylloxera, are looking splendid. No damage by frost or sunburn. The vines appear to have as many bunches as last year, but the berries are not as thick on the bunches in white varieties. This is due to coulure. There is less wine in the cellars about here than at this time last year. Small wineries are empty. Phylloxera is gradually destroying the old vineyards. Common vinifera vineyards, from two to five years old, will temporarily assist in keeping up the production. Very few resistant vineyards here. Thirty or forty acres of vines planted in the Windsor district this season.

LOUIS BEE, Cloverdale.—Condition of vineyards, good. No damage by frost or sunburn. Crop prospects about the same as a year ago. The same quantity of wines remaining in the cellars as a year ago. There is no disease. Only a few acres of vines planted this season.

C. SCHLAKE, Occidental.—Vineyards in very good condition. There has been no damage by frost or sunburn. The crop prospects are about the same as at this time last year. There is no phylloxera or other vine disease in this section. Several new vineyards were planted this year.

NAPA COUNTY.

A. H. GROSSMAN, Napa.—Condition of vineyards, very good. No damage by frost or sunburn in this section. Crop prospects better than a year ago. No wine remaining in the cellars. There are no diseases in this section. "I have never seen the vines in so vigorous and healthy condition," writes Mr. Grossman. No vines planted this season in this section.

TO-KALON VINEYARD Co., Oakville.—Condition of vineyards, healthy. No damage by frost or sunburn. Crop prospects better in the valley than at this time last year. Old non-resistant vines are slowly succumbing to disease, but the resistant vines are in good condition.

L. CHRISTIN, Napa.—Vineyards in good condition. Very light frost early in the spring. Crop prospects about the same as last year. A little more wine in the cellars than last year. Most of the vineyards replanted are on resistant stock, and therefore the progress of phylloxera is small.

JOHN H. WHEELER, St. Helena.—Vineyards in fair condition—above average of previous years. No damage from frost or sunburn. Crop prospects better than at this time a year ago. There is more moisture, and the crop is more advanced. No wine remaining in the cellar. All vines are on resistant stock. About thirty acres planted this season.

F. SALMINI & Co., St. Helena.—Young vineyards looking well and healthy. No damage by frost or sunburn. Crop prospects about the same as a year ago. Old vineyards are dying fast from diseases. About fifty acres planted this season around Larkmead district.

WILLIAM JULIEN LAFERRIERE, Rutherford.—Condition of vineyards, good. Very little damage so far by frost or sunburn. Coulure has affected some varieties, especially Golden Chasselas. Crop prospects are about the same as

at this time last year. Slow but sure progress is being made by phylloxera and other disease, but the full extent will be known only in September. About seventy-five acres of vines have been planted this season.

BERINGER BROS., St. Helena.—Vineyards in very good condition. No damage by sun or frost. Will be more of a crop than last year. Phylloxera is still destroying vineyards which have not been replanted with resistant stock. In the immediate vicinity about 500 acres of new vines have been planted.

ALAMEDA COUNTY.

JOHN G. RITTER, Palmdale.—Condition of vineyards, good. No damage by frost or sunburn. The crop prospects are about as good as they were twelve months ago, but there is not so much moisture as last year. No disease has manifested itself, except some mildew. There have been no new plantings.

H. B. WAGONER, Livermore.—Condition of vineyard, above the average. No damage by frost or sunburn, but some by coulure, caused by hot north winds. Crop prospects about equal to those of last year. Same quantity of wine in the cellars as a year ago. About 100 acres of vines planted this season.

GRAU & WERNER, Irvington.—Condition of vineyards, fair. No damage by frost or sunburn so far. Crop prospects same as last year. No wine in cellars. All old vineyards are disappearing very fast owing to disease. Thirty acres of vines planted this season.

SARAH B. SMITH, Olivina Vineyard, Livermore.—Condition of vineyard, excellent. No damage by frost; slight damage by sunburn. Crop prospects better than at this time last year. Twenty-five thousand gallons more remaining in the cellars than at this time last year. Progress of phylloxera is not extensive. Sixty acres of vines have been planted this season.

SANTA CLARA COUNTY.

PAUL MASSON, San Jose.—Few old vineyards remain. Young vineyards look well. Phylloxera rapidly progressing, but California disease decreasing. No damage by frost or sunburn. Although the vines look better than last year, the crop on the hillsides will be less; in the valley, about the same. Very few acres of vines planted this season.

P. PRUDHOMME, San Jose.—Vineyards show fine growth. No damage by frost or sunburn. Crop prospects better than at this time last year. About the same quantity of wine in the cellar as at this time a year ago. Conditions seem to improve as regards diseases. About ten acres of vines planted this season.

JOHN A. COROTTO, San Jose.—Vineyards are in excellent condition. No damage by frost or sunburn. Crop better than last year. About the same quantity of wine remaining in the cellars as at this time last year. Vines in healthy state. Phylloxera subsiding. No new diseases. From 300 to 400 acres of vines planted this season.

CONTRA COSTA COUNTY.

FRED L. HUSSMANN, Supt. Mt. Diablo Wine Co., Clayton.—Condition of vineyards in this section very good. No damage whatever by frost. From present appearances the crop will be fully as good as, if not better than, that of last year. About as much wine remaining in the cellars as at this time last year. No material progress made by phylloxera. About 300 acres of vines planted this season.

R. C. TERRY, Clayton.—Condition of vineyards, first class. No damage by frost or sunburn. Prospects are for a crop as good as they were last year, or better. Less wine remaining in the cellars than a year ago. No progress by diseases noticeable. Not many acres of vines planted this season.

FRANK L. SWETT, Martinez, writes: "The prospect for a large crop of grapes in Contra Costa County is good. The rainfall was abundant, there has been no damage from frost, very little from sunburn so far, and while there is some coulure, it is not general. The total crop bids fair to be slightly larger than last year, if nothing happens between now and vintage.

"There is about the same amount of wine remaining in the country cellars as last year; not a great deal, for most of the cellars dispose of the wine soon after making.

"While there is a considerable acreage of new vines, few of which are on resistant stock, coming into bearing, the phylloxera is making steady progress, and the problems of replanting are confronting most of the vineyardists of the county. Some of the new vineyards planted five and six years ago on common stock have already become diseased, and in a few seasons will have to be replaced.

"Most of the vineyards established on resistant stock a few years ago are doing well. On our own vineyard one hillside, planted in 1900 with Colombar bench grafted on Rupestris St. George, yielded in 1902 two tons to the acre; in 1903 four and a half tons to the acre, and this fall will probably give five or six tons to the acre. The varieties that have been proven to do well on St. George in our average soils in Contra Costa County are Colombar (Sauvignon Vert), Alicante and Petit Bouschet, Petit Syrah, Carignane and Mondeuse. Other varieties that may do equally well have not yet been long enough tried in this locality.

"Of the table varieties, Muscat of Alexandria seems to do especially well. This is in contradiction of the experience in South Africa, where it is said to do poorly, very possibly owing to some local condition. In Europe the Muscat is successfully grown on Rupestris St. George, and there seems to be no reason why the same is not the case here. The Emperor, however, in this section, does poorly on Rupestris St. George, thriving much better on Riparia Gloire de Montpellier. There are many problems of importance to be worked out, which it will take time to accomplish, but with the increase in viticultural work at the university brought about by President Wheeler's intelligent comprehension of the needs of the industry; and with the work being initiated by the United States Department of Agriculture, it is to be hoped that the most serious of the problems, such as the California Vine Disease, may be under control before a great while."

MARTIN W. JOOST, Martinez.—The vineyards are in fine condition this summer, especially the young ones planted three or four years ago. Some of the young grapes suffered from mildew. The crop will be about the same as last year. The quantity of wine in the cellars is about the same as at the same time last year. Phylloxera is beginning to appear in all the vineyards in this section. Very little planting was done this spring.

SANTA CRUZ COUNTY.

E. E. MEYER, Wright.—Vineyards look thrifty, with plenty of foliage. No damage by frost or sunburn. Crop prospects about the same as last year—if anything, a little

better. No wine left in the cellar. Some progress made by phylloxera. About ten acres of vines planted this season.

JACOB KOBER, Ben Lomond.—Vineyards are very thrifty in growing. No damage by frost or sunburn, etc. Crop will be about the same as last year. Grapes a little more advanced than at the same date a year ago. There is no wine in the cellars. No phylloxera or other disease has appeared about here. A few small plantings have been made this season.

FRESNO COUNTY.

C. K. KIRBY, Fowler.—Vineyards in fine condition—never better. No damage by frost and very little by sunburn. Crop prospects equally good with those of last year, if not better. No wine remaining in cellar. Vines very free from all disease.

GEORGE P. BEVERIDGE, Fresno.—Condition of vineyards, very good. Very slight damage by frost and sunburn; not enough to affect crop. Generally, as heavy a crop as in 1903 is expected; some vineyards expect heavier. Phylloxera is the only disease that has threatened vineyards in this locality, and that is not making any headway, the vines being strong and vigorous. About 2,000 acres of vines have been planted this season in Fresno and north-east of Tulare County.

THE BARTON VINEYARD Co., Fresno.—Vineyards generally healthy and in good condition. Almost no damage by frost and very slight damage by sunburn. At present the crop appears heavier than last year. More wine generally reported on hand than last year. Phylloxera appears to be making slow progress. Coulure and mildew have done some damage. Planting reported not so extensive as in former years.

A. MATTEI, Malaga.—Condition of vineyards, good. Very little damage by frost or sunburn. Crop prospects better than a year ago. About the same quantity of wine remaining in the cellars as at this time last year. No disease has been noticed. About 400 acres have been planted this season.

SACRAMENTO COUNTY.

CALIFORNIA WINERY, Sacramento.—Condition of vineyards, fair. No damage by frost or sunburn. Prospects of a considerably greater crop than last year. Twice as much wine in the cellars as a year ago. California Winery's vineyards are resistant; others are slowly dying.

SAN BENITO COUNTY.

WILLIAM PALMTAG, Hollister.—Condition of vineyards, better than ever before. No damage by frost or sunburn. Larger crop than last year. One hundred thousand gallons of wine in cellar—about the same as last year. This is the only vineyard in San Benito County, and there is no disease in the vineyard. Eight acres of vines planted this season.

MADERA COUNTY.

SIERRA VISTA VINEYARD Co., Minturn.—Vines are in very healthy condition, but crop was very much injured by a frost occurring about 20th April, which injured most of the heavy bearing vines. In consequence the crop will be about only one-half that of last year. There is a little less wine in the cellars than last year. No progress is being made by disease. No vines were planted this season.

STANISLAUS COUNTY.

H. R. SCHELL, Knight's Ferry.—Vines never looked better; growth vigorous and foliage abundant. No damage by frost or sunburn. There are some thrip, but not so numerous as usual. Indications are that the crop will be about 50 per cent better than last year. About the same quantity of wine in the cellars as at same time last year. No vines planted this season.

SOUTHERN CALIFORNIA.

JOHN MCCLURE, Los Angeles.—Condition of vineyards, healthy. No damage whatever from frost or sunburn. Crop prospects are good where ground is properly cultivated. There is more wine in the cellar than at this time a year ago. Phylloxera or other diseases have made no noticeable progress. No vines have been planted in the neighborhood this year.

JACOB RUDEL, San Gabriel.—Condition of vineyards, as good as could be expected. No damage by sunburn or frost. Crop prospects, about the same as a year ago. Somewhat less wine in the cellars than at this time last year. Only little progress is made by the Anaheim disease. No vines have been planted this season.

SIERRA MADRE VINTAGE Co., La Manda.—Vineyards in good condition now, but rainfall was short and vines may suffer before crop is harvested. There has been no damage from frost or sunburn. There have been some complaints that the cloudy mornings are causing mildew. The tonnage will be less than that of last year; still the crop will be ample. No phylloxera. Anaheim disease not making much progress.

Concluded on page 56.

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

105 to 115 Ellis Street

TELEPHONE MAIN 5716

San Francisco, California



Since placed upon the market, there is not a single Beer whose trade upon this Coast has increased as rapidly as

WUNDER BEER

THE OUTPUT HAS TRIPLED IN THE LAST THREE YEARS
AND IS STILL INCREASING AT THE SAME RATIO

THE REASONS ARE PLAIN:

The production of a California product which does not need an Eastern reputation, which is placed upon the market side by side with any beer made upon its merits, and at a local price. Absolute cleanliness, purity and age, and the latest scientific methods in brewing have made it the Finest in the Land.

For Agency Privileges in
Kegs or Bottles Write to

WUNDER BREWING COMPANY

San Francisco, Cal.



Whisky Jobbers and Freight.

DISPATCHES from Washington relate that on July 15th the National Wholesale Liquor Dealers' Association of America filed with the Interstate Commerce Commission a complaint against thirty-one railroads, alleging discrimination in freight on whisky shipped from Missouri River and Eastern points to the Pacific Coast. The rate on whisky is \$1.25 a hundred pounds, while that on alcohol, pure spirits and high wines is 85 cents a hundred. Thus it costs \$400 to ship a carload of whisky to the Pacific Coast, while a carload of high-proof spirits can be shipped for \$255. The Eastern whisky manufacturer has asked the Interstate Commerce Commission to have the rate on spirits and whisky made the same, and also to order the railroads to restore to shippers of whisky the amounts they have paid in the past in excess of the rate on spirits.

There has always been a differential rate on spirits and whisky shipped to the Pacific Coast. The jobbers assert that if the request of the National Wholesale Liquor Dealers' Association is granted by the Interstate Commerce Commission, the whisky jobbing trade of the Coast will be killed. They regard the complaint as a move on the part of Eastern brokers, distributors and distillers with the object of securing for themselves the business now transacted by Pacific Coast jobbers. Railroads have always carried crude articles (such as pig iron) at a lower

rate than finished products (such as manufactures of metal). Why then, it is asked, should alcohol, which is a crude product, entering into many manufactures, be charged as high a freight rate as whisky, which is a finished product?

Grommes & Ullrich in San Francisco.

A STRIKING tribute to the increasing importance of the Pacific Coast as a trade center is afforded by the action of Grommes & Ullrich of Chicago, in establishing a branch wholesale house in San Francisco. Mr. E. B. Cavanaugh of Chicago is in charge of the branch, and from San Francisco he will control the entire Western business of Grommes & Ullrich. The branch is located in commodious and accessible quarters at 8 Beale street, and the place was opened early in July. It is planned to carry a very big stock of Marquette Rye and the other famous specialties manufactured by this wealthy firm. About \$15,000 worth of stock has already been unloaded, and three more carloads are now on the way. The intention is that the branch will always carry liquor to the value of about \$35,000. Besides full lines of Marquette whisky and other Kentucky whiskies and ryes there will be a big stock of Horseshoe gin, which is made at the company's distillery in Baltimore. Grommes & Ullrich are preparing for a big campaign on this coast and in the Orient, and, as already stated, everything will be controlled from San Francisco.

	News of the Northwest	
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SEATTLE, July 19, 1904.—Trade conditons of the Northwest have materially improved the last month. The weather has been ideal for excursions and out of door pleasure, and the result was that all classes of retail merchants have been doing a thriving business during the last ten days. Conditions in all wholesale lines have materially improved with the incoming of July and the present healthy activity is expected to continue during the greater part of this month.

The Washington Anti-Saloon League will make a fight for the passage of a local option bill that will give county, town and precinct control of the liquor traffic.

A. E. McMillan has discontinued his saloon at Colfax.

Geo. Taylor has bought Hunter's branch of Burnham & Steven's saloon at Myers Falls.

C. A. Dellinger has bought M. H. Shotwell's hotel and saloon at Yacolt.

Sapp Bros. & Co. have discontinued their saloon and grain business at Quincy.

John Erickson has succeeded L. McFail at Ephrata.

The New Wine Room of Maison Barberis, at 602 Second Ave., was recently opened. Wagner's full regiment band furnished music for the occasion. The room is really a beautiful one. The fixtures have all been imported from Chicago. The ceiling is profusely decorated with cut glass, while a gigantic wine case runs all around the walls. This case contains sixty-five different kinds of Burgundies as well as all kinds of the finest imported wines from Spain, Germany, France and Italy. Nothing but the rarest kinds of imported wines will be found in this case. Mr. Barberis is well known in this city as a caterer. He has been in the restaurant business in Seattle for the last eight years, having occupied his present location continuously since the fall of 1897.

Distinctively German in the style of decorations, as well as in the arrangement of the menu, is the Rathskeller grill in the basement of the Post-Intelligencer building, which was opened under the management of L. Edgar Brown and Carl Schmitz. The new resort is in many ways different from any other eating house on the Coast. The decorations, furnishings, etc., are all strictly after the German style. Carl Schmitz was for years cashier of the grill room at the old Butler and is widely known and very popular in Seattle. So, likewise, is J. Edgar Brown, sixteen years an employe of the Hamm & Schmitz, and formerly house manager of the Butler. German mottoes, old German brick and steins galore constitute the striking features of the decorations.

Anton Stander, the well-known Alaska capitalist, has purchased the interest of Mr. McCarthy in the Richelieu Bar. The firm is now Gillroy and Stander.

Simon McLeod, the leading wholesale liquor merchant of Bellingham, was arrested recently on a complaint sworn out by J. Thomas, a reporter for a local paper, charging him with conducting his business without a license. Mr. McLeod immediately went before Police Judge Beach and gave bonds for his appearance whenever he was wanted.

The Second Annual Convention of the Liquor Dealers' Protective Association, of the State of Washington, will be held at Olympia on Wednesday and Thursday, September the 15th and 16th, 1904.

Sydney Hellman, representing Corning & Co., Peoria, Ill., recently called on the trade of the Sound country.

Max Meyer, representing the E. G. Lyons & Raas Co., of San Francisco, Cal., was recently in our city shaking hands with his friends and patrons.

Lithgow-Hill & Co., who recently succeeded F. A. Buck & Co., wholesale liquor dealers, have a restraining order out against F. A. Buck, to keep him from engaging in the same business. Lithgow-Hill Co. claim to have an iron-bound contract with F. A. Buck, made at the time they purchased the stock of the latter, in which Buck agrees not to engage in the wholesale liquor business in this city for a term of years. Lithgow-Hill & Co. hope to have this restraining order made permanent by the court.

National Surety Company

Capital and Surplus, OF NEW YORK **\$1,000,000.00**

THIS COMPANY IS ACCEPTED AS

SOLE SURETY ^{UPON} _{ALL} INTERNAL REVENUE AND CUSTOMS BONDS

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DISTILLERS, BREWERS AND CICAR MANUFACTURERS

GILBERT & MAXWELL, Managers. Resident Vice President, PERCY T. MORGAN

Claus Spreckels Building
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San Francisco

W. R. Bailets, of Wellington, stopped in Seattle recently on a return trip from the East.

Dan Thiery, the well-known liquorman of Whatcom, visited Seattle during this month.

Theo. Gier, an Oakland Californian wine merchant, passed through Seattle recently on his return trip from St. Louis and the Fair. He expresses himself as being well impressed with Seattle.

Jim Gill, of Gill & Gill, has returned from a short trip east of the mountains, where he visited Scenic Hot Springs as well as looked after some of his mining properties.

Mr. Percy Noland, the northwestern representative of A. Guckenheimer & Bros., is visiting the trade of Seattle and neighboring cities, and is taking away with him quite a bunch of orders for "Old Quaker."

J. W. Robinson, the well-known western representative of William Lanahan & Son, of Baltimore, is visiting the jobbing houses of Seattle and vicinity.

from cut-throat competition by concerns which are merely after the money they can get out of their products.

Leading wholesalers here, who were visited, expressed the belief that the California wine business here was practically in its infancy, and that within a few years the business would be doubled or trebled.

Much apparatus needed in the manufacture of wine, whisky, brandy and beer is made in Chicago, and it is the intention to spread the makes all over the Western coast, if this is possible. "Fair exchange is no robbery," and if the East buys the California product, it is but natural for the East to want to sell the machinery, etc., needed by the brewers and distillers out there.

W. R. ANDERSON.

W. T. Hicock, representative of the E. G. Lyons & Raas Co. of San Francisco, has been in Suisun since the opening of the cherry season superintending the work of preserving and shipping cherries. This company is engaged extensively in this work throughout the various fruit sections of the State. About 100 tons have been treated to this process and shipped from Suisun this season. More would have been shipped if the fruit crop could have been obtained, but the crop was short and the shipment therefore limited.—*Exchange.*

Wine Trade Runs Into Millions.

(Special Correspondence.)

CHICAGO, July 20, 1904.

SALESMEN from Chicago houses are travelling continually and disposing of great quantities of high-grade stock, and also the cheaper grades which are wanted by some of the smaller saloons. The business done by California wine merchants and shippers, with Chicago distributors and wholesalers each year, runs into the millions of dollars. This trade is worth having, and it is necessary that great care be taken that the Westerners do not let it get away from them. It is a well-known fact that the leading wineries, and brandy and other distillers of the West, which have established a reputation for honest dealing, giving honest goods for an honest price, have little to fear



SMITH, EMERY & CO.



INDUSTRIAL CHEMISTS



SPECIALTY

Analysis of Wines, Malt and Distilled Liquors
Mineral Waters, Etc.

Chemical and Physical Laboratories

83-85 New Montgomery Street

San Francisco, Cal.

National Wholesale Liquor Dealers' Association

MR. LOUIS S. HAAS, secretary of the Crown Distilleries, who with the exception of Mr. Percy T. Morgan, was the only Californian to attend the New York convention of the National Wholesale Liquor Dealers' Association, returned to San Francisco during the month. He speaks in the most enthusiastic terms of the hospitality showered on the delegates by the New Yorkers, and says that the convention was conducted on business-like lines. To a representative of the PACIFIC WINE AND SPIRIT REVIEW Mr. Haas said:

"The convention was very interesting to me, because I had never before met so many representatives of the trade at one time. The meeting was held in the Astor Gallery of the Waldorf-Astoria, and the hall was filled right to the doors. The convention was quite an enthusiastic body, and the business transacted showed that the association is doing a tremendous amount of good for the trade.

"Though California liquor firms do not seem to take much interest in the association, there were many matters dealt with in the reports that have important bearings upon conditions out here. There are only four California firms in the organization, namely, the Crown Distilleries, the Shea-Bocqueraz Company, the California Wine Association and the Italian Swiss Colony. I do not want to appear in the light of a runner for the National Wholesale Liquor Dealers' Association, but I cannot help saying that it would be better for the trade in this State if the necessity for organization were better recognized. There can be no manner

of doubt that this association is a very powerful and very useful body. It has in its regular employ Attorney W. Hough of St. Louis, who keeps constant track of all proposed legislation affecting the liquor trade, and advises as to the best course to be adopted if the suggested laws are inimical. Hough has the ear of the Commissioner at Washington, and any legitimate complaints the trade may have he takes on there. In this way he has accomplished a great deal of good.

"An organization of this kind can do an inestimable amount of good work in fighting the prohibition people. This association is fighting for the trade all the time, especially in matters of national legislation, and some of the wealthiest men in the liquor business are devoting much of their time to the furtherance of the interests of the association. The reports show that its membership is constantly increasing, and it is improving in status every year. If properly backed and assisted by the trade it is capable of doing a great deal of good for liquor interests.

"Mr. E. R. Lilienthal, of the Crown Distilleries, San Francisco, was re-elected a member of the executive committee for a period of three years."

F. P. Kast, a whisky salesman, who signed a two years' contract with Tillman & Bendell, this city, last September to market a new line of liquor, began suit yesterday to recover from that firm \$9,125, the balance due upon the contract if he had been employed for the full time. He was notified on May 31st that his services would be no longer required.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

Victor Maraschino Cherries.

UNTIL about eight years ago, nearly all Maraschino cherries used in the United States were imported from France. At that time the Eagle Liqueur Distilleries of Cincinnati—Messrs. Rheinstrom Bros.—commenced manufacturing this article in this country, and purchased California cherries exclusively for this purpose, and they are consequently the pioneers in this industry. By using nothing but the most select cherries, they established a reputation on these goods at once, and to-day these celebrated Eagle Victor cherries can be found in every first-class liquor and grocery store in the United States, and in consequence of their superiority have driven the imported article from the market. All Eagle Victor cherries are bottled with their own patent Karl Kiefer glass closure, which can be easily opened and readjusted after opening, and insures an absolutely air-tight package. These Eagle Victor Maraschino cherries are not only used for cocktails and lemonades, but have found their way extensively into the family trade, where they are used considerably for decorating fancy dishes, cakes, puddings, ice cream, etc.

Messrs. Rheinstrom Bros. have never resorted to the use of an imitation label or tried to palm their goods off as an imported article; to the contrary, a genuine American label decorates their bottle, and they refer with pride to their California cherries. On account of their enterprise, hundreds of thousands of dollars are paid out yearly by this firm for cherries to the growers in this State.

Their branch office in San Francisco is located at 125 Mission street, where they carry a complete stock of these goods, which they offer to the jobbing trade only.

A. CORA

436-438 Jackson Street

PACIFIC COAST AGENT
FOR THE WELL-KNOWN**VINO
VERMOUTH
CORA**

THE OLDEST IN EXISTENCE

G. & L. FRATELLI CORAESTABLISHED 1836
IN TURIN, ITALY

The best Vermouth
in the world.
G. & L. CORA
TURIN, ITALY

Old Taylor**Bottled in Bond**

(INCORPORATED)

Chicago Market Conditions.

(Special Correspondence.)

CHICAGO, July 17th.—The wine, brandy, whisky and beer industry in this big city is flourishing, as it always does flourish all seasons of the year. There are few brands of wet goods that do not sooner or later find their way to Chicago. There is a tremendous trade in fancy wines, and, in fact, all kinds of drinkables where quality is absolutely necessary, and where price is seldom considered. In the swell cafes, hotels and at the fashionable bars, the best stock in the world is none too good for the regular customers, and California is called upon to supply her share of this stock. On the other hand, the cheapest grades of stuff made, mixed and delivered have a ready sale in the districts where price cuts all the figure. Wine, for instance, which the retailer can get for something like 20 cents per quart, is relished by the poor in pocket but rich in taste, and this helps even things up all around.

It would take one man a month to get around this city and make a careful review of the situation, and it would take a great deal more space to tell about the conditions than this paper could well give; yet it is of great importance to the wine-grower, the brewers and the packers and shippers of the Western coast, as Chicago is not only a

great consumer, but a large distributor as well. Most of the California wineries and breweries, distillers and others, have agents here to look after their business. Chicago is looked to by wholesalers and jobbers of the Middle West, and by all points east of the city, as the real market for California stock. Milwaukee is a large customer for Chicago; so is Indianapolis, Detroit, Minneapolis, St. Paul, Montreal, Buffalo, Cleveland, Cincinnati, Pittsburgh, Columbus, Philadelphia, and a dozen other large and important cities. The large distributors here have agencies in most of the cities named above, and they can well afford to buy liberally from the West. They must do so in order to get the price and to keep smaller concerns from getting in on the ground floor, which would mean their losing the trade.

Gustave Duntze & Co., of New York, the United States agents for Dry Monopole and Monopole Brut, have had a lot of trouble with Joseph Campbell, Jr., who was their agent on the Coast. On February 27th, Campbell was arrested on a charge of felony embezzlement, Thomas Duntze alleging that Campbell had appropriated certain proceeds derived from the sale of wine here. Campbell was afterwards released by a committing magistrate. Thomas Duntze has now asked the Grand Jury to bring an indictment against Campbell. Before the jury he cited a case in which he said Campbell sold to the firm of Rathjen Bros. \$750 worth of wine, for which he made no accounting to the Eastern agency. It is claimed that nearly \$9,000 has not been accounted for by Campbell.

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE THIS BRAND YOUR CONSIDERATION

- 1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt.*
- 2ND. *It is a Pure Rye* | *Because it is made so.*
- 3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI.O.

ALL RYE



From June 25, 1904, to July 25, 1904.

WINE.

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
San Jose	N York via Panama	French-American Wine Co.		4,260
"	"	California Wine Association		27,385
"	"	Lachman & Jacobi		15,083
"	"	C Schilling & Co.		13,942
Cy of Panama	"	Italian-Swiss Colony		13,000
"	"	California Wine Association		15,000
Acapulco	"	"		30,750
"	"	Beringer Bros.		54
"	"	Lachman & Jacobi		22,625
"	"	French-American Wine Co.		780
"	"	Italian-Swiss Colony		12,775
"	"	Gundlach-Bundschu Co.		5,000
"	"	Overland F & T Co		4,000
"	"	Sutter Home Co.		250
"	"	Geo West & Son		12,500
"	"	Wing Tuck & Co.	10	
Barracouta	"	California Wine Association		23,150
"	"	Lachman & Jacobi		13,160
"	"	C Schilling & Co.		12,976
Peru	"	Lachman & Jacobi		23,041
"	"	California Wine & Brandy Co		7,000
"	"	Italian-Swiss Colony		12,750
"	"	United California Vineyards		70
"	"	Gundlach-Bundschu Co.		5,000
"	"	California Wine Association		25,750
Total			10	300,301
Value				\$92,352

TO MEXICO.

Curacao	Mazatlan	Gundlach-Bundschu Co.	481
"	Guaymas	B Frapolli & Co.	845
"	Topolobampo	"	40
"	Mazatlan	"	20
"	Topolobampo	Goldberg-Bowen Co.	80
"	Guaymas	Phaunhauser & Co.	111
"	"	Canalizo, Trillanes & Co.	101
"	Ensenada	California Wine Association	204
"	La Paz	Napa & Sonoma Wine Co.	61
"	"	Goldberg-Bowen Co.	50
"	"	Maldonado & Co.	105
"	La Paz	"	161
"	Guaymas	W Loaiza & Co.	300
"	Mazatlan	"	744
San Jose	"	Maldonado & Co.	53
"	"	W Loaiza & Co.	173
"	Acapulco	E G Lyons Co.	300
"	Salina Cruz	"	400
C'y of P'n'ma	Manzanillo	Maldonado & Co.	52
"	"	California Wine Association	100
Luxor	San Benito	"	100
"	"	B Frapolli & Co.	250
"	Tonala	W Loaiza & Co.	205
Barracouta	Manzanillo	W Loaiza & Co.	103
"	Mazatlan	Leo Metzger & Co.	20
Peru	"	Gundlach-Bundschu Co.	720
"	"	L F Lastreto	62
Total			5,841
Value			\$2,352

TO CHINA.

Gaelic	Shanghai	S Foster & Co.	21	
"	Tsingtan	Lachman & Jacobi		1,030
Total			21	1,030
Value				\$871

TO HAWAIIAN ISLANDS.

	Honolulu		119	25,618
	Hilo			19,946
	Mahukona			20
	Kahului			3,150
Total			119	48,834
Value				\$22,660

QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO BRITISH COLUMBIA.

Queen	Victoria	Lenormand Bros.	52	
"	Vancouver	C Schilling & Co.	26	
"	Victoria	D De Bernardi & Co.	103	
"	"	A Repsold & Co.	100	
"	"	Ciocca & Lombardi	50	
"	"	Lenormand Bros.	52	
"	Trail	Matteucci & Vannucci	52	
Cy of Pueblo	Vancouver	A Repsold & Co.	259	
"	"	Napa & Sonoma Wine Co.	203	
"	"	Wetmore-Bowen Co.	18	
"	"	C M Mann Co.	10	411
"	Nanaimo	"	5	74
"	New Westminster	"		102
"	Vancouver	Wetmore-Bowen Co.	15	
Umatilla	"	B Arnold & Co.		28
Total			46	1,512
Value				\$772

TO ALASKA.

Queen	Douglas	C Schilling & Co.	104	
St Paul	Unalaska	Overland F & T Co.	10	
"	Nome	California Wine Association	20	
"	Eagle	Italian-Swiss Colony	50	
"	Nome	Crown Distilleries Co.	5	
W H Kruger	St Paul	North America Commercial Co	4	20
"	St George	"		5
Mineola	Copper	Crown Distilleries Co.		5
"	Behring	"		5
"	Copper	Roth, Blum & Co.	8	52
"	Behring	"		52
Czarina	Squaw Harbor	Weil Bros & Sons	4	28
Total			21	351
Value				\$548

TO JAPAN.

Siberia	Kobe	C Schilling & Co.	780	
"	Yokohama	California Wine Association		2,750
Korea	"	S P Co.	5	
"	Kobe	Kohusausha		150
"	Yokohama	Lenormand Bros.		155
"	"	Getz Bros & Co	2	
"	"	C Schilling & Co.		520
"	Hioho	California Wine Association		500
"	Hong Kong	"		250
Gaelic	Yokohama	Beringer Bros.		362
"	Hioho	Gundlach-Bundschu Co.		500
Total			7	5,965
Value				\$2,663

TO CENTRAL AMERICA.

San Jose	Panama	Mohs & Mohs	600	
"	Corinto	Italian-Swiss Colony		400
"	"	California Wine Association	40	
"	Acacjutla	Crown Distilleries Co.	10	
"	Champerico	French-American Wine Co.	10	
"	San J de Guat.	Weintraub Wine Co.		81
"	La Union	G A Moore & Co.		67
"	Corinto	Thannhauser & Co.	10	
"	"	E G Lyons Co.		4,330
"	Punta Arenas	"	15	200
"	Champerico	"		700
"	Amapala	Crown Distilleries Co.		53
"	Panama	L F Lastreto		1,235
"	Amapala	"		55
"	Corinto	"		104
"	Punta Arenas	"		104
"	Panama	C Schilling & Co		1,800
"	La Union	"		1,062
"	La Libertad	"		156
"	San Jose de Guat.	"		200
"	Champerico	Gundlach-Bundschu Co		500
"	Mazatlan	"		356
"	San Juan del Sur	E G Lyons & Co.		680
"	Corinto	Italian-Swiss Colony		250
Cy of Panama	Acacjutla	Baruch & Co.		50
"	"	C Schilling & Co.		597
Acapulco	"	Gundlach-Bundschu Co.		81
"	"	California Wine Association		120
"	Panama	"		6,000
"	La Libertad	C Schilling & Co.		106
"	San Jose de Guat.	"		720
"	Acacjutla	"		200
"	La Union	"		1,082
"	San Jose de Guat.	Crown Distilleries Co.		82
Barracouta	Acacjutla	"		60
"	La Libertad	C Schilling & Co.		27
"	Acacjutla	"		348
Peru	Tumaco	"		400
"	Acacjutla	E G Lyons & Co.		500
"	"	C Schilling & Co		389
"	San Jose de Guat	Italian-Swiss Colony		108
"	Amapala	C. F. Lastreto		54
"	Punta Arenas	"		27
Total			85	23,928
Value				\$10,692

TO SOUTH AMERICA.

Luxor	Salaverry	Italian-Swiss Colony	52	
Total				52
Value				\$24

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

* BOURBON AND RYE

BOONE'S KNOLL

HAND MADE

* * * SOUR MASH WHISKEY.

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

★ BOURBON ★

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY.

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO TAHITI.

Mariposa	Tahiti	French-American Wine Co.	104
"	"	California Wine Association	206
"	"	Lachman & Jacob	302
"	"	Gundlach-Bundschu Co.	1,154
"	"	Italian-Swiss Colony	1,000
Total			2,766
Value			\$913

MISCELLANEOUS.

Sierra	Sydney	Weintraub Wine Co.	100
Siberia	Samarang	C Schilling & Co.	240
Korea	"	"	360
Mineola	Petravloosk	Crown Distilleries Co.	16
"	Okotsk	Roth, Blum & Co.	9
Total			15
Value			\$412

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTT'L'D	PACK'GS BULK
Siberia	Manila	S P Co.	500	
Korea	"	"	240	
San Jose	La Libertad	Buffalo Brewing Co	5	
"	San Jose de Guat.	Tillmann & Bendel	1	
Mariposa	Tahiti	L R Laizelere & Co.		4
"	"	J. Pinet & Co.		1
"	"	John Rapp & Son	22	
"	"	Buffalo Brewing Co.		2
"	"	Enterprise Brewing Co.		20
Sierra	Pago Pago	Goldberg, Bowen & Lebenbaum	1	6
St. Paul	Alaska	Overland Transfer Co.		1
Gaelic	Shanghai	"	125	
"	Hong Kong	"	190	
Barracouta	La Libertad	Buffalo Brewing Co.	25	
Mineola	Okotsk	S F Breweries Ltd.	150	
"	Petravloosk	"	1,980	
"	Bedro	"	5	
"	Petravloosk	Crown Distilleries Co.	1	
W H Kruger	Dutch Harbor	North American Commercial Co	50	
"	St. Paul	"	2	
"	Honolulu	"	325	58
"	Hilo	"	50	55
Total			3,672	147
Value				\$17,047

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
Alaska	Tillmann & Bendel	10 cs ginger ale
"	Bedington & Co.	10 gals alcohol, 1 cs min water
"	Crown Distilleries Co	13 cs liquors, 20 cs bitters
"	"	2305 gals spirits
"	North American Commercial Co	1 " gin, 5 gals rum
"	Well Bros & Co.	4 " bitters
British Columbia	M Erlenbach	7 " fruit juice
"	E G Lyons Co.	10 gals syrup
Central America	Tillmann & Bendel	2 cs cocktails, 2 ap cidr, 1 m w
"	Fi Hang Lung & Co.	38 gals spirits
"	Crown Distilleries Co.	4 cs liquors
"	W R Grace & Co.	5 " blackberry brandy
"	J Apac.	3 bbls ginger ale
"	Monteaglere & Co.	3 "
"	Italian-Swiss Colony	51 gals vermouth
"	Schwartz Bros.	4 cs min water
"	E G Lyons Co.	1 " chartreuse, 1 cs cassia
"	"	1 " fruit ext, 1 cs min water
"	"	9 gals gin, 10 cs rum
China	Mattoon & Co.	19 cs and 82 gals liquors
"	E G Lyons Co	2 " champagne, 1 esk g ale
"	Williams, Diamond & Co.	2 " liquors
Hawaiian Islands	"	10 cs grape juice
"	"	28 gals rum, 63 cs gin
"	"	19 cs syrup, 1 bbl f j, 20 cs g j
"	"	59 " liquors, 10 cs champagne
"	"	56 " min water, 6 cs cordials
"	"	5 " vermouth, 5 cs bitters
"	"	516 gals sake, 286 gals wd alcohol
"	"	49 gals, 1 cs, 1 bbl alcohol
"	"	121 " spirits
Japan	Union Distilling Co	41,778 gals alcohol
Mexico	L F Lastreto	1 cs soda water
"	Thannhauser & Co.	1 " min water, 5 cs cocktails
"	Wm Wolf & Co.	7 " champagne, 6 cs gin
"	Maldonado & Co.	8 " g ale, 1 cs min water
"	E G Lyons Co.	20 gals liquors
"	W Loaiza & Co.	6 cs min water
"	Wellman, Peck & Co.	20 "
"	C A Hooper & Co.	24 "
Philippine Islands	E G Lyons Co	1 " liquors
South America	"	7 "
Tahiti	Pure Water Co.	72 gals soda water
Tamooan Islands	Smith's Cash Store	3 cs grape juice
"	Goldberg, Bowen & Lebenbaum	1 " liquors, 1 cs benedictine
"	John Wightman, Jr.	6 bbls cider
Australia	Weintraub Wine Co.	1 cs liquor, 1 cs root beer
Total		472 Packages—45,355 gallons
Value		\$12,916

BRANDY.

From May 25, 1904, to June 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Ouracoa	Guaymas	Wm Wolf & Co.	3	
Hermionthis	Hamburg	Mohns & Mohns	10	
Senator	Nome	Crown Distilleries Co		266
"	"	A P Hotaling & Co		10
San Juan	Panama	E G Lyons & Co.	3	
"	Champerico	"	12	
St Paul	New York	C Schilling & Co.		26
"	Nome	Hilbert Mercantile Co.	3	
"	Unalaska	Alaska Commercial Co		5
"	Nome	Northern Commercial Co	1	
"	Rampart	Crown Distilleries Co	1	
Newport	Nw York va Pnma	C Schilling & Co.		131
Oy of Peking	San Jose de Guat	Haslett Warehouse Co.		9
"	Manzanillo	E G Lyons Co	4	
Coptic	Shanghai	Getz Bros. & Co	7	
"	Hong Kong	Mattoon & Co	1	
"	Honolulu	"	5	52
"	Hilo	"	10	
Total			60	499
Value				\$1,762

From June 25, 1904, to July 25, 1904.

Queen	Victoria	D De Bernardini & Co.		1
Curacao	Ensenada	Crown Distilleries Co	10	27
"	"	California Wine Association	2	
Queen	Trail	Matteucci & Vannucci	1	
San Jose	Punta Arenas	E G Lyons Co.	10	
"	Amapala	Crown Distilleries Co		51
"	New York	C Schilling & Co.		104
St Paul	Nome	Crown Distilleries Co.	5	
Barracouta	New York	C Schilling & Co.		130
Mineola	Petravloosk	Crown Distilleries Co.	17	
"	Okotsk	"		231
W H Kruger	St Paul	North American Commercial Co		5
"	Honolulu	"	55	5,063
"	Hilo	"		10
"	Kahului	"	10	
Total			110	5,627
Value				\$4,361

WHISKY.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Siberia	Manila	S P Co	1	
"	Hong Kong	"	100	
"	Manila	Crown Distilleries Co	200	
"	Yokohama	"	30	
"	Manila	E G Lyons Co.	30	
Curacao	La Paz	Goldberg-Bowen Co.		9
"	Guaymas	Crown Distilleries Co.	20	
"	La Paz	Hiram Walker & Sons Ltd.	25	
"	"	Thannhauser & Co.	40	
"	Altata	Haslett Warehouse Co.	3	
"	La Paz	"	4	
"	Mazatlan	Wm Wolf & Co.	10	
"	Ensenada	Crown Distilleries Co.	48	35
"	Guaymas	"	10	
Korea	Manila	Haslett Warehouse Co.	100	249
"	Kobe	"	3	
"	Nagasaki	E G Lyons Co.	5	
San Jose	Amapala	Hiram Walker & Sons Ltd.		57
"	Corinto	E G Lyons Co.	16	35
"	Acajutla	"	2	28
"	Punta Arenas	"	1	
"	San Jose de Guat.	"	45	77
"	Champerico	"	7	
"	La Libertad	Crown Distilleries Co	20	
"	Champerico	"	40	
"	Amapala	"	6	
"	Acajutla	Haslett Warehouse Co.		82
"	Panama	"		106
Cy of Panama	Manzanillo	"	1	27
"	Acajutla	Hiram Walker & Sons Ltd.	10	
"	"	Crown Distilleries Co.	16	
Cy of Pueblo	Victoria	Sherwood & Sherwood		2
Sierra	Apia	Crown Distilleries Co.	25	
"	Pago Pago	Goldberg, Bowen & Lebenbaum	1	
Acapulco	La Libertad	Hiram Walker & Sons Ltd.	16	
"	Acajutla	"	50	
"	"	Haslett Warehouse Co		57
"	San Jose de Guat.	Crown Distilleries Co.		97
"	Buenaventura	"		20
St Paul	Fairbanks	"		75
"	Unalaska	Alaska Commercial Co.		87
"	Fort Yukon	Tillmann & Bendel	2	
"	Nome	Crown Distilleries Co	15	339
Gaelic	Chemulpo	"	5	
"	"	Haslett Warehouse Co.	10	
Luxor	San Benito	Crown Distilleries Co		245
"	Callao	Haslett Warehouse Co.		93
"	Champerico	"	4	
Barracouta	Manzanillo	Wm Wolf & Co.	5	
"	La Libertad	E G Lyons Co.	15	
"	Acajutla	Haslett Warehouse Co.		27
Peru	Amapala	Hiram Walker & Sons Ltd	80	
"	San Jose de Guat.	"	20	
"	"	Rheinstrom Bros.		250
"	Champerico	Haslett Warehouse Co.	10	
Mineola	Copper	Crown Distilleries Co.		5
"	Behring	"	1	
Czarina	Squaw Harbor	Weil Bros & Sons.	1	100
"	Honolulu	"	483	398
"	Hilo	"	40	1,090
"	Kahului	"	43	
Total			1,619	3,590
Value				\$15,186

Bell and the Soldiers' Home Canteen.

ON July 1st a law passed by Congress to abolish the canteen at the State Soldiers' Home goes into effect. After that date no wine, beer or alcoholic beverages of any kind will be sold at the California Home, at Yountville. Congressman Bell was responsible for the law. His action in this connection is not likely to commend itself very strongly to his constituents, many of whom are wine-growers. Representing such a district, Representative Bell should have refused to connect his name with a measure which must have the effect of reducing the sale of California wine, even if only to a slight extent. It is worthy of note that the Directors governing the National Veterans' Homes are convinced that the canteen does not promote intemperance, but, on the other hand, is conducive to good order and discipline.

The San Diego Liquor Ordinance.

The constitutionality of the San Diego liquor ordinance, which has been particularly stringent in some particulars, through the influence of the local purity league, is to be tested in the Supreme Court.

Elmer Pigeon was arrested for permitting women to visit his saloon. He was held by the Chief of Police and an application for a writ of habeas corpus was made in the Supreme Court.

W. A. Desborough, of the California Hydraulic Engineering and Supply Co., of this city, writes the Review from Mount Gilead, Ohio, where he went to investigate the merits of the wine making machinery made by the Hydraulic Press Manufacturing Co., of that city. He states that he is highly pleased with the machinery and has secured the exclusive agency for these goods on the Pacific Coast. Mr. Desborough started for home via St. Louis, on the 25th instant, and requests that wine men who are thinking of purchasing machinery, watch for his advertisement in the next issue of the Review.

Monte Cristo

(REGISTERED)

CHAMPAGNE

EXTRA DRY

THE ONLY GENUINE

D. P. ROSSI

Dogliani, Italy, and San Francisco

Sole Agent for the United States and Canada

TELEPHONE MAIN 1209

San Francisco Office: 1400 DUPONT ST.

THIS BRAND IS ONE OF THE LEADING CHAMPAGNES USED AT THE ROYAL COURTS OF ITALY, GERMANY AND ENGLAND; IS ESPECIALLY ENDORSED BY DEL MONICO, NEW YORK; PALACE HOTEL, DEL MONTE, POODLE DOG, MAISON RICHE MAISON TORTONI, ETC., S. F.



PABST



BLUE RIBBON

CHOICEST BREW




THOS. W. COLLINS & CO.

GENERAL AGENTS

105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



Most Convenient Bar Package

SIERRA CAMPO WINES

California Product—Recognized by Connoisseurs as the Finest California Banquet Wines.
Used Exclusively at Shriners' Banquet. These Wines Given Award in Competition.

RED WINES

ST. JULIEN
BANQUET VIN ROUGE
BURGUNDY ROYAL

WHITE WINES

RIESLING
(Dry)
SAUTERNE
(Dry)
HAUT SAUTERNE
(Sweet Tinge)
BANQUET SAUTERNE
(Dry)
CHATEAU YQUEM
(Sweet Tinge)

Irving's California Apricot Brandy—Pure, Wholesome, Delicious

CALIFORNIA CAMPO WINE, \$5.50 PER CASE.

THE ROSENBLATT CO.

Sole Controllors

717-719-721 Battery St.

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E. W. GATES
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F. CAVAGNARO
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F. CAVAGNARO CO.

Sole Agents for the Celebrated

W. B. BRACE
AND
COLUMBIAN

BOURBON
WHISKIES

IMPORTERS OF THE FINEST WINES AND LIQUORS

Pacific Coast Agents Silurian Mineral Water

Phone Main 5201

544 Clay St., San Francisco, Cal.

BRANDY PRODUCTION**OFFICIAL REPORTS****FIRST DISTRICT—Month of June, 1904.**

	Tax Gals.
Produced and bonded	8,486.9
Received from distillery, Fourth District, California	
Received from special bonded warehouse, Fourth District, California	
Transferred from distillery to special bonded warehouse, Eastern districts	
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts	14,980.9
Exported	
Tax-paid	25,723.6
Remaining in bond June 30, 1904	1,212,269.0

FOURTH DISTRICT—Month of June, 1904.

	Tax Gals.
Produced and bonded in this district	8,478.7
Transferred from distillery to special bonded warehouse, First District, California	None
Transferred from distillery to special bonded warehouse, Eastern District	None
Transferred from special bonded warehouse to special bonded warehouse, First District, California	968.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	14,916.9
Exported	None
Tax-paid	4,174.8
Remaining in bond, July 1, 1904	384,026.1

SWEET WINE PRODUCED.

For the period of four months beginning January 1, 1904.

	1st District.	4th District.	Total.
Port	82,594.52	80,252.76	162,847.28
Sherry	963,642.08	306,937.60	1,270,579.68
Angelica	2,536.93	1,016.18	3,553.11
Muscat	17,652.34		17,652.34
Tokay	816.28		316.28
Total			1,454,948.69

BRANDY PRODUCED—Six Months.

From January 1, to July 1, 1904.

	Tax Gals.
First District	181,724.5
Fourth District	38,943.6
Total	220,668.1

BONDED STOCKS—BRANDY.

Disposition of Brandy—First six months 1904.

	Tax Gals.		Tax Gals.
Transferred in bond to Eastern S. B. W. H.	174,747.2	Remaining in bond, First District, July 1, '04. ..	1,212,269.0
Tax-paid	230,267.8	Fourth " " " " ..	384,026.1
Used in fortification of sweet wines	270,775.6	Total bonded stock in State " " " "	1,596,295.1



July, 1904.

FROM ANTWERP—Per s.s. "Elgin."

30 cases min water.....United Agency.

FROM ANTWERP—Per s.s. "Sixtus."

295 cases whisky.....Order
 300 " gin....."
 30 csks "....."
 5 bbls cognac....."
 75 cs & 5 octvs Geneva....."
 385 " & 5-8 pipes gin....."
 45 csks & 50 cs cognac....."
 500 cases fernet branca....."
 25 " cognac....."
 125 " spirits....."
 300 " absinthe....."
 10 " & 1 csk wine....."
 154 " spirits....."
 1,000 " vermouth....."

FROM DUNKIRK—Per s.s. "Glenard."

525 cases spirits.....W. R. Grace & Co
 625 " gin....."
 50 " bitters....."

FROM HAMBURG AND WAY PORTS—Per s.s. "Totmes."

20 cases vermouth.....Order
 12 csks wine.....Luis Taussig & Co.

FROM HAMBURG AND WAY PORTS—Per s.s. "Ramses"

25 cases brandy.....F. Holtum
 660 " min water.....Order
 1 bbl wine.....H. Cohen
 10 cases ".....Order
 515 " whisky.....Treadwell & Miner
 65 " bottled beer.....Crown Distilleries Co.
 1 " whisky.....Order
 14 " Geneva....."

FROM HAMBURG—Per s.s. "Durbridge."

25 bbls whisky.....Meyer, Wilson & Co.
 100 " "....."
 25 cases wine....."
 35 bbls prune juice....."
 45 csks beer....."
 250 cases brandy....."
 108 " bitters....."

VIA PANAMA—Per s.s. "San Juan."

1 case brandy.....D. B. Pike & Co.
 11 " ".....Goldberg, Bowen & Co.
 1 " ".....The Wilmerding-Lowe Co.
 6 " ".....The Shea-Bocqueraz Co.

VIA PANAMA—Per s.s. "City of Sydney."

50 cases wine.....M. de Fremery & Co.
 212 " vermouth.....Ariberto Cora
 28 " brandy.....F. Chevalier & Co.

FROM SYDNEY—Per s.s. "Sonoma."

22 bbls & 189 cs whisky.....Order

FROM VICTORIA AND VANCOUVER—Per s.s. "Umatilla."

100 cases sake.....Domoto & Co.
 100 " whisky.....E. H. Fargo & Co.
 30 " ".....Sherwood & Sherwood
 1 bbl ".....G. Cohn & Co.

FROM VICTORIA AND VANCOUVER—Per s.s. "City of Pueblo."

100 cases gin.....H. Campe
 177 " champagne.....Goldberg, Bowen & Co.

A most interesting and instructive booklet is the *Wine and Spirit Handbook* just published by *Ridley's Wine and Spirit Trade Circular of London*. Among its contents are tables of duties on British and foreign spirits, comparative prices of British spirits in bond and duty paid, comparative prices of wines in bond and duty paid, per pipe, gallon and dozen; comparative strengths as reckoned by Gay Lussac, Sykes, American and Cartier systems; rules for reducing spirits; fortifying wines; comparative prices of brandy, "first cost" and "free on board"; the classification of clarets, and the vintages of port, sherry, claret, champagne, Burgundy, Rhine and Moselle, from 1870 to 1903.

E. C. S.

Don't be Ashamed of "California."

THE California Promotion Committee has sent out an article urging all Californians to discontinue abbreviating the word "California" on their printed matter. California," says this article, "stands for the best State in the best nation in the world and everything that is historic in the history of the Pacific Coast is at once recalled by the name 'California.' But 'Cal,' 'Calif' or 'Cali' stands for indifference, haste or carelessness. It suggests slang and does not advertise the State. There is a euphony in the word 'California' that makes the name pleasant to pronounce. It immediately suggests the great State for which it stands and it is an advertisement for the State. But 'Cal' or 'Calif' have no euphony, and even in business letters where it is so often abbreviated, the California Promotion Committee thinks it would be advisable if the word 'California' be printed in full."

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on June 30, 1904, was 177,433 tax gallons.



Distilled direct from the root hearts of our famous

KALAMAZOO CELERY

AN UNEQUALLED
Appetizer and Bracer

THE DELICIOUS
"Celerytone" Cocktail

IS MADE FROM

"Celerytone"

TRADE MARK

Try the rich, nutty flavor of a

"Celerytone" Cocktail, or
The Aphrodisiac Cocktail

(THE DIZZY ACT)

Sold by ALL WHOLESALERS, or Direct.
DUNKLEY COMPANY, KALAMAZOO, MICH

E. G. LYONS & RAAS CO.
SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.



LOS ANGELES DEPARTMENT



LOS ANGELES, July 20.—Grape-growers now realize that they cannot hope to derive this year as much for their crop as they received last year. It is now conceded that the grape crop this year will show an over production. Especially is this true in regard to muscat grapes. These may be a drug on the market because of the failure of the raisin prices. It is estimated that the yield of grapes in the southern counties this year will amount from 35,000 to 40,000 tons. Neither the wine-makers nor the grape-growers have as yet formed any combination for their own good, but they may do so later. No prices are being offered for grapes and the growers are kept wholly in the dark regarding their future prospects. Fully a quarter of a million gallons of wine are in Southern California cooperage and in circumstances like this the wine-makers are not disposed to overwork the market.

As an incorporated company, under the name of Charles Stern & Sons (Incorporated), a well-known Southern California concern will continue in business. This house, succeeding the late Charles Stern, will operate an extensive distillery at Stalder, Riverside County. Alfred Stern is president of the company.

This year the new vineyard of the Italian Vineyard Company, at Cucamonga, will yield its first grapes. This season the company will operate two wineries, one at Cucamonga and one in Los Angeles.

Work is progressing on the plant of the new Mathie Brewing Company in this city. The brew house is already completed and workmen are now engaged on the malt house. This new brewery will have a capacity of 100 barrels a day and it is said will be one of the most modern in equipment of all the similar establishments on the Pacific Coast.

Adolph B. Roth, pioneer merchant of Los Angeles, and well-known agent for the Greenbrier distillery and Lachman & Jacoby, died at his home in this city and was buried with Masonic honors. Mr. Roth at the time of his death was 63 years old and had been in California since 1851, when he located in San Luis Obispo.

Despite great opposition, Henry Laub, one of the owners of the Old Plantation Distillery at Louisville, succeeded in getting from the Police Commission a license for opening a wholesale liquor house in Broadway, between First and Second streets in Los Angeles. It is Mr. Laub's intention to do an extensive mail order business in wines and liquors. Many of those who originally opposed his application thought he was going to open a retail place, and there are already three saloons in the block.

Sherwood & Sherwood have taken the agency for the J. H. Cutter Whisky and have received a large consignment of that popular liquor. Wesley C. Houser, the manager of the Los Angeles house, reports a heavy increase in trade, despite the fact that the dull season is now on.

At Rivera, in September, a new distillery will be opened by J. M. Trembly.

Joseph Maier, the well-known brewer, member of the firm of Maier & Zobelein, is reported to be convalescing from his long illness. He has not been able to attend to business for many months.

Charles Salter, of the Royal, in Spring street, accompanied by his family, passed a season at Murietta Hot Springs and later went to San Francisco to pass two weeks in resting up.

James Buchanan Underwood, of the Magnolia, went down to Murietta Hot Springs to enjoy a well-earned vacation.

Dan B. Jerrue, president of the Retail Liquor Dealers' Association nowadays passes all his time at Avalon, Catalina, where he has built the most elegant refreshment resort. The extensive wholesale and retail establishment in Los Angeles is left in the charge of Mr. Jerrue's partner, W. H. Hevren and his corps of competent assistants.

Many friends of "Billy" Oakes, manager of the Wellington, are glad to see that the business of that popular house of call is increasing steadily.

Extensive shipments of wines from the West Glendale Wine Company are being made to Ohio and other Eastern markets. These shipments go by carloads. In a letter from one of the Eastern buyers, Mr. Baer is complimented not only on the quality of his wine but on his assurance that his goods will comply in every respect with the pure food laws.

It is expected the season for crushing grapes will begin September 1st. In certain instances work will begin earlier but the general opening will be on the 1st.

Nothing further is heard of the threat of the grape-growers to work up their grapes this year in their own wineries.

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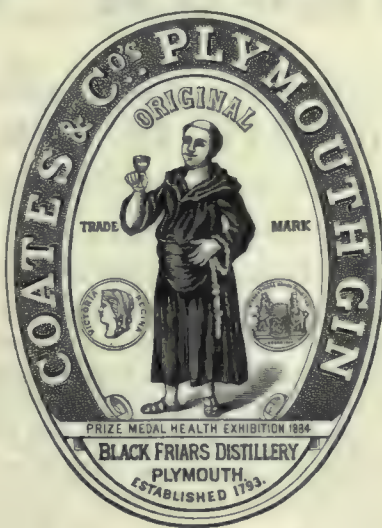


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SAN FRANCISCO

ALONG THE LINE

More Anti-Saloon Interference.

AN attempt is being made by the "Civic Council," which appears to be the old Anti-Saloon League under another title, to force the passage of an ordinance to increase retail liquor licenses from \$21 per quarter to \$125 per quarter. Petitions to this end are being circulated among the electors for signature, and if 15 per cent of the voters of the city and county of San Francisco sign the petition the Election Commissioners will be compelled to place the proposed ordinance on the official ballot to be voted 9th November. If the suggested ordinance goes on the official ballot and a majority of votes are cast in favor of it, it becomes a law which the Board of Supervisors cannot repeal without submitting the question to a vote of the people.

The movement is a dangerous one because of the underhand methods always adopted by the anti-saloon people. Members of the trade and their friends should lose no opportunity of persuading voters against signing the petition.

It does not seem either just or wise that 15 per cent of

the voters should be able to put the city to the needless expense of a vote on such a proposition, when there is in existence all the necessary machinery for the proper control of the liquor trade. This 15 per cent have the power to stick their noses into other people's business and make themselves disagreeable, whether it is possible for them to accomplish anything or not.

In the circumstances, the present license rates are quite high enough, and should be allowed to remain as they stand.

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President

Tansan Mineral Water Booming.

MR. W. D. STUBBS, vice-president of the Tansan Mineral Water Co., returned on the 25th inst. from an extended trip to Japan, taken in the interests of the firm. To a representative of the PACIFIC WINE AND SPIRIT REVIEW Mr. Stubbs stated that arrangements have been made for pushing this natural mineral water vigorously all over the world. A \$500,000 company has been formed in Yokohama, Japan, and has acquired the springs from the original proprietor. Mr. Mitchell McDonald, pay inspector in the United States Navy, who has lived in Japan for years, and is very wealthy, is the prime mover in the matter. At the springs a very extensive bottling plant has been erected. The capacity is 50,000 bottles daily, with facilities for unlimited expansion. There is a railway siding into the plant, and the water is taken in cars to a nearby port, whence it is transported in a fleet of schooners owned by the company to Kobe, the distributing point.

The members of the San Francisco Tansan Company have a large block of stock in the new company, which gives them a good voice in the control of the parent concern. The active way in which the Yokohama company is going to push Tansan water will of course assist the sale of the article all over the world.

Mr. Stubbs says the war will have no effect on the output

of the water. The company is incorporated under the English laws at Hongkong. The San Francisco firm are agents for the whole of the United States and Mexico, and a vigorous campaign is being started. An agent has been appointed in New York. To the Tacoma agent a large shipment was recently forwarded. Mr. Stubbs is now in correspondence with St. Louis, New Orleans and Chicago, with a view to the making of arrangements for the distribution of Tansan in those markets. Agencies have been established in Los Angeles, Sacramento and other California towns.

The demand already worked up has been very encouraging—far better than the members of the firm expected. In less than three months a demand for over 1,200 cases a month has been built up in San Francisco and Oakland. Heavy shipments of the water are constantly being received here. Consignments were delivered by the Siberia and the Korea on their last visits, and the Doric, which is due on August 7th, will bring another shipment. It is worthy of note that Tansan mineral water has been selected by the United States Government for the use of the soldiers in Manila, where over 3,000 cases are being consumed every month.

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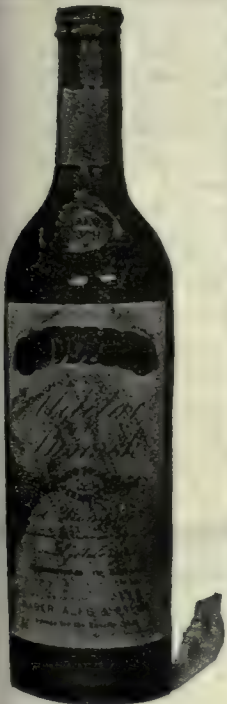
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ALONG THE LINE

The Limit of Folly.

THE Supervisors' Police Committee the other day had to deal with one of the most absurd propositions that ever came before it. It was nothing less than a petition by the Pacific States Retail Merchants' Association that an ordinance be passed prohibiting the giving away or the sale of lunches and eatables, cooked or otherwise, by retail liquor dealers. The petitioners sent on to the Supervisors a draft of their preposterous ordinance, which went so far as to even prohibit the exhibition of lunches in saloons or adjoining premises connected by doors. It was proposed that the penalty for the violation of the ordinance should be imprisonment for six months and a fine of \$500. Of course the Police Committee denied the petition, and the only wonder is that any body of business men should have descended to the folly of filing it. The committee did not think it in the power of the Supervisors to prevent a man having a free lunch in his establishment.

Dawson Crushes American Saloonkeepers.

A DISPATCH from Tacoma says that the license commission of Dawson City has refused to renew the licenses of thirty-five saloons, thereby forcing them out of business. The saloons are located at Dawson and along the creeks. It is stated that all of them belong to Americans or men opposed to the Governor Congdon faction of the Liberal party. Among these are George Butler, owner of the Pioneer saloon, who will now sell his interests, aggregating thirty thousand dollars, and leave the Yukon for good. An office holder and supporter of Congdon is quoted as saying: "We have run this country five years for Americans and Alaskans. We propose now making it Canadian and expect to deal out several more 'packages' besides this licensing business."

LASH'S BITTERS
TONIC LAXATIVE

Brewers' Strike Settled.

DURING the month the troubles between the local breweries and their employes culminated in a strike. The difficulty, however, lasted only a few days, after which all differences were compromised and the men returned to work. After the strike had been declared, a conference was held between the master brewers and the men. At this meeting the owners offered \$21 a week with 65 cents an hour overtime. This was unanimously accepted by the Brewerymen's Union, and the men were ordered back. The agreement is to stand for two years, so for that period at least there should be no danger of disturbing labor troubles in the breweries of San Francisco.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.

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Under the able management of H. L. Rea, a very bright future is assured the Buneman Mercantile Co. The goods distributed by this firm are being pushed with the greatest energy, and although the prevailing depression is not without its effect, Mr. Rea is able to report a gradually growing demand. This applies to the popular Boulevard Whisky, to Guckenheimer Rye and to the Overholt Rye. There are increased sales for these goods and the traveling salesmen of the company are placing these lines very freely.

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Phone Main 5041

Monte Rio, the Beautiful.

THE gem of all the summer resorts in the coast regions of California is Monte Rio, on the Russian River, four and a half hours' ride from San Francisco. It possesses more natural charms than any other place of the kind, as easily accessible, having splendid scenery, fine boating and swimming facilities, while for the sportsman the river holds plenty of the gamey black bass, ready to test his skill and tackle. Among the attractions is a splendid dancing pavilion, in which there are hops each evening during the season. During the past

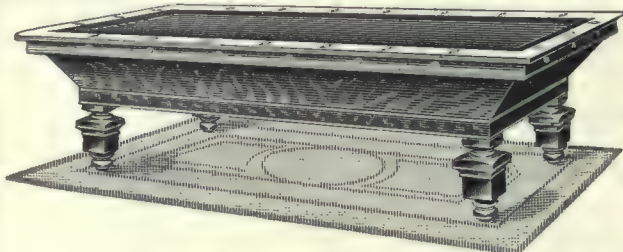


year and a half nearly a hundred cottages have been built at Monte Rio, the most of which are the summer homes of well-known San Francisco people. The editor knows whereof he writes, having spent his vacation there, and likewise having been quite successful with the aforementioned bass. The resort is under the able management of Charles F. Carr, one of the most popular caterers in the State. The terms are reasonable.

Herewith is presented a view of the famous rustic "Bungalow," in which is located the hotel bar, and from which was taken the idea of the new club rooms of the Bohemian Club Grove, which is located one mile distant from Monte Rio.

Rusconi & Fisher, at Halleck and Liedersdorff streets, are introducing a novelty bar, bottle for the advertisement of their well-known Kennel Club Whisky. The work is done by a secret process, the result being a fine raised enamel in colors. The head of the famous Kennel Club dog comes out in fine relief. It needs to be seen to be appreciated.

Theodore Bielenberg, who made a modest fortune at the Cabin saloon, at 406 Market street, and "retired" from business to take things easy the remainder of his days, could not stand the overdose of rest and is now back in harness. During the month, in partnership with D. Friederichs, he purchased Brett's Cafe, at 310 Montgomery street, the purchase price being reported \$7,500. A long lease was included, which makes the location one of the most valuable on the street. Fred Brett has gone to Denmark to visit his mother, whom he has not seen for eighteen years. He will be absent four months and will return and again engage in the liquor business in this city.



**Billiard and
Pool Tables**

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NAPA, Napa County
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Sole Agents
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LEIDESDORFF ST., COR. HALLECK, C
SAN FRANCISCO.

Along The Line

The Latest Gem of the Mixer's Art.

THE latest summer drink, which is not only thirst-quenching, but has new exhilarating effects if taken in sufficient quantities, is the "Punch Marsala," which is to be had only at James Raggi's, 624 Montgomery street. Mr. Raggi is the importer of a very fine grade of marsala wine, and from this he has invented a punch which is most certainly "a dream." It is sharp, soothing and fine flavored, and has a character which is entirely its own. Try one and be convinced.

Mr. J. Issacs, Manager of the Grunauer Commission Co., of 116 California street, City reports that the demand for Dr. C. Bouvier's Buchu Gin continues to grow. On August 1st, Mr. Issacs is leaving San Francisco for an extended trip over the northwest territory in the interests of Buchu Gin. He will be gone about a month, during which period he will visit the principal centers in Oregon, Washington and Idaho.

Tommy Walsh, of 733 Market street, is spending his summer very pleasantly at Escalle, Marin County, accompanied by his family. He occupies a cottage on the hill, commanding a magnificent view of the bay and surrounding country, takes a hand at boating and swimming and an occasional flier at the striped bass that sport in the waters of Corte Madera creek.

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Dry Monopole and Monopole Brut

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The **Celebrated
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Corner

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Fine Wines, Beers, Liquors
and Cigars

CHARLES FUETSCH, Proprietor

ALONG THE LINE

"Old Kirk" With the State Boomers.

A TRIP to Eureka overland by stage and train through a country wild and rugged—many places densely timbered—is one of the most beautiful sights of California.

The picture below was taken as the California Promotion Committee, fifty strong, left Willits, just at the terminus of the railroad. From there to Eureka they took a stage ride of one hundred and twelve miles over mountains, part of the time 4,000 feet above the sea level, and often looking down into valleys filled with an ocean of clouds. It is a trip long to be remembered, and the few discomforts were easily forgotten in the rapture experienced in viewing the continual changes of magnificent scenery.



In the above picture are many prominent business men of San Francisco, A. Sbarboro, of the Asti Vineyard Co.; R. P. Quinn, Mayor of Watsonville; Geo. Tourney, German Savings and Loan Society; L. J. Fortro, Goodyear Rubber Co. and A. P. Lathrop, American National Bank.

The young man on the left with the bottle is a representative of A. P. Hotaling & Co., Mr. Alfred McKinnon, their Manager of Advertising, who convinced the committee that to be a real live promoter they must always drink good whisky. Mr. McKinnon became very popular with his little bottle early in the trip and was unanimously appointed official mixologist and Peanut Butcher on the committee's private car, and the "OLD KIRK" whisky he handed out in large quantities certainly helped to make the journey shorter and contributed to the success of the trip—promoting the good things of California and Hotaling's "OLD KIRK" whisky.

Mr. Theodore Gier, the well-known wine dealer of Oakland and San Francisco, has returned from an extended trip to the World's Fair. He was one of the Commissioners of the Alameda County exhibit, and reports that the display of that county and of Contra Costa is one of the most attractive in the California State building. The exhibit of Alameda County fruits is attracting much attention.



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—THE DAVY CROCKETT—

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The Press

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E. L. WAGNER, PROP.

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PHONE PAGE 1527

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WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

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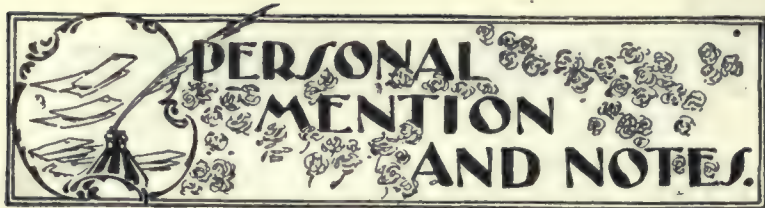
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LIQUOR MERCHANTS

OFFICE
312 Sacramento St.

SAN FRANCISCO, CAL.

WAREHOUSE
311-13 Commercial St.



In the matter of the suits of the Wetmore-Bowen Co. against W. R. Dinsmore, and the sensational claim of W. R. Dinsmore against the Wetmore-Bowen Co. for \$18,000, a compromise has been effected under which Dinsmore is to pay the Wetmore-Bowen Co. \$500. This arrangement was made out of court, and disposes of the dispute entirely.

Mr. Percy T. Morgan, President of the California Wine Association, returned to San Francisco from an extended trip East on the 25th inst. Principally Mr. Morgan's absence from the State was intended to furnish him an opportunity to recuperate his run down energies. He returns to his arduous post thoroughly wound up and enjoying his usual vigor.

Gus Bellmer, of the Alcazar Cafe, is one of the fortunate retailers who do not find reason to complain of dull times. His June trade was the best since January last, and July has not been unkind to him. His location is an excellent one and the goods and service provided are always first-class.

Dollman's Cafe, at 328 Pine street, is doing an exceptional business, considering the unusual dullness, particularly in the down town section of the city. The bar trade gives no cause for complaint, while the

special merchants' mid-day lunch grows in popularity. Proprietor Dollman confidently looks for a fine fall and winter business.

The Vincent, recently opened by the Vincent Brothers at Eddy and Mason streets, is one of the swellest and most up-to-date bars in the Whole West. Notwithstanding the place was opened in the dullest season of years; business has been highly satisfactory. The Vincent boys are among the best known and most popular among the white coat brigade in this city. Hence their success.

Toulouse & Delorieu, the well-known manufacturers of wine-making machinery, 620 Commercial street, are working full pressure these days in order to keep up with the demand for their special machinery. They manufacture a famous continuous wine press, also crushers, stemmers and must pumps, and every requisite of the winery. They also make a specialty of repairing.

Barrett Company, which has for so many years been associated with the words "Unrivalled Prune Juice," is now the sole property of the untiring worker and ever-popular Hy. Hyams, the former partner having withdrawn to the London Stock Exchange. The business continues unceasingly up-to-date, and with each successive season "Unrivalled Prune Juice" wins new friends and more closely cements the old.

The J. F. Plumel Company, at 31 Eddy street, carry one of the finest selected and most extensive stocks of imported wines and liquors and straight domestic goods in the West. In addition to this they carry the highest grade of imported olive oil to be found in the city. Mr. Bernard reports business fair for the season and says he has no cause for complaint at the volume of business.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

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OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O. P. S. Old Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A. V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet Branca, Italian Vermuth, French Vermuth

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El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.

SAN FRANCISCO

ALONG THE LINE

Selma Saloon Men's Troubles.

THE restraining order issued by Judge Church of Selma prohibiting the Trustees and City Marshal from enforcing the proposed anti-saloon ordinance, appears to have angered the disappointed "dry town" advocates. Because of the restraining order the saloon men opened their establishments as usual. But the temperance people swore to a complaint against the saloon keepers and had several of them arrested. Attorney James A. Burns, who is representing the saloon men's interests in this matter, made the following statement regarding the action of the temperance people:

"The people who have sworn to the complaints against the saloon men, as well as those who are abetting them, are in my opinion guilty of contempt of court. This is a mere subterfuge they are using to get around the restraining order issued by Judge Church, and it will not hold good. They are going too far. They are violating this order with impunity and I believe that they are committing a misdemeanor as well as showing contempt for the court. The people who are swearing to these complaints do not, I believe, realize the gravity of their offense. Be that as it may, we are going to prosecute them just as soon as the necessary papers can be prepared."

A Prolific Source of Public Revenue.

THE liquor traffic is a source of public revenue which taxpayers, when they look at the matter in a reasonable light, are not likely to unite in abolishing. As an instance of the immense sums paid into the public exchequer by those engaged in the handling of liquor, it is worthy of note that between the days of the 1st and 10th of May last the vast sum of \$16,422,366 was paid into the treasury of New York State under the Raines liquor tax law. This is \$90,000 more than for the corresponding period of last year. It is more than probable that the total sum this year will exceed the amount paid last year under this law—namely \$17,800,000. Suppose New York State abolished this source of income, what a howl there would be from the general tax payer upon whose shoulders would fall the burden of making good the deficiency.

Under the laws of Bavaria it is forbidden to use any unmalted corn, or mixed malt and unmalted corn, or any substance whatever as substitute for or mixture with malt (evaporated or air dried). For the brewing of brown beer, only malt of barley may be employed.—James H. Worman, Consul-General, Munich, Germany, May 13, 1904.

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NATURAL ESSENCE OF VINE

FAVORITE BAR WATER FOR RELIEVING
EVIL EFFECTS OF OVER INDULGENCE
25% PROFIT HANDLING GOODS
18 McALLISTER ST. SAN FRANCISCO.

The King's Taste Sets the Fashion

Royal Warrant has appointed the house of **VEUVE CLICQUOT** purveyors of Champagne



At the Palace of King Edward VII
and of H. R. H. the Prince of Wales

Thus reads a notice which has been sent to us. With all due respect to his Majesty the King and to H. R. H. the Prince of Wales, we are pleased to say that **CLICQUOT** has been the fashion on our coast for quite some time already; we rejoice, however, that the King himself has taken up the fad.

Better late than never.

Long live the King!

A. VIGNIER CO.

Sole Agents for the Pacific Coast of
VEUVE CLICQUOT CHAMPAGNE

429 - 431 Battery Street, - - San Francisco
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"COFFEE ROYAL"
A Mighty Bracer



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At 8 a. m. Daily

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MERCANTILE LUNCH FROM 11 A. M. TO 2 P. M.

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DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



Incorporations.

Union Brewing Co.; capital stock \$50,000, shares \$100 each, subscribed \$5,000, by John Bauer, William Fluhrer, Anton, Tony and Eva Hessel, ten shares each; place of business, Anaheim.

The Clovis Co-operative Wine Association; no capital stock; directors—G. W. Taft, Theo. Paterson, Charles Ridgell, J. H. Cadwallader and R. E. L. Cobb; place of business, Clovis, Fresno county.

Vallejo.—Colano Brewery Co. of Vallejo; capital stock \$60,000, shares \$100 each; directors—Charles, H. J., W. A., Katherine and Nellie Widenmann, each of whom have paid in \$100.

San Francisco.—Turtle Cafe Co.; capital stock \$30,000, shares \$100 each, subscribed \$500, by J. McNamara, Archibald Barnard, L. M. Robbins, E. Gesvret and C. Kurreger, one share each; place of business, San Francisco.

San Francisco.—Joseph Fetz Co.; capital stock \$25,000, shares \$10 each, subscribed \$50, by F. R. Haas, W. Blackwell, L. Q. Haven, Joseph Fetz, Sr., Joseph Fetz, Jr.; place of business, San Francisco. Henry Ach, attorney.

Sacramento.—Articles of incorporation of the Ebner Brothers Co. have been filed. The purposes of the corporation are to acquire the property which comprises the estate of the late Frank X. Ebner, and to carry on the liquor business formerly conducted by him. The directors are: Josephine, Joseph, Fannie, Lulu, Hattie and Minnie Ebner, all of this city. The capital stock is \$100,000, \$85,000 of which actually has been subscribed.

California Viticultural Club.

ON August 1st, at the Mechanics' Institute, San Francisco, the first annual meeting of the California Viticultural Club will be held. A very large attendance is expected, as invitations have been extended to every vineyardist in California, and to all interested in viticultural industries.

Problems of replanting vineyards on resistant stock, of protection of vineyards from other diseases, problems of marketing and legislation will all be discussed. Papers or addresses are expected from Governor Pardee, Percy T. Morgan, Professor E. W. Hilgard, President Benjamin Ide Wheeler, Professor Newton B. Pierce, Professor George C. Husmann, Bismarck Bruck, F. H. Keisel and Professor E. H. Twilight and others.

The club was formed four months ago with every prospect of a successful career. Already its influence has been felt. By its representations the regents of the State University were induced to substantially increase the amount appropriated for the study of vine diseases. The association has scope for a vast amount of useful work, and deserves the support of every person who has the good of the wine industry at heart.

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TONIC LAXATIVE



HAVE YOU TRIED THE

Famous Hommel Champagne?

Absolutely the Finest Product of the Vineyard.
Well Matured, Strictly Pure and Wholesome.

LEADING CONNOISSEURS PRONOUNCE IT THE MOST
DELICIOUS OF ALL CHAMPAGNES.

TRY IT, AND YOU WILL USE NO OTHER,
AS IT SPEAKS FOR ITSELF.

Highest Awards at Chicago, World's Columbian Exposition (1893); Buffalo Pan-American, (1901)

DON'T FAIL TO VISIT OUR EXHIBIT WHEN AT THE ST. LOUIS EXPOSITION, IN THE AGRICULTURAL PALACE

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White Star Brut, Extra Dry and Red Star

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Service a la Carte. Private Banquet Rooms.
Open until 8 p. m. every evening, Sundays
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Regular Meals, 25c.

FROM 11 TO 2 P. M. AND 5 TO 8 P. M.

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Dinners and Lunches a la carte
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605 COMMERCIAL STREET, SAN FRANCISCO

SAN FRANCISCO'S OLDEST AND MOST UNIQUE
RESTAURANT

WELL KNOWN TO ALL BON VIVANTS. BEST LUNCH IN THE
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RIVAL. HAVE YOU TRIED "THE MINT COCKTAIL," THE
NEW YORK CRAZE? STOP AT "THE MINT" ON YOUR WAY
HOME AND TRY ONE.

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MANAGER

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THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

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"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty

Extra Pale Lager and Sharp Cool Steam Beer on Draught A FINE LUNCH SERVED

KISTENMACHER BROS., Props.

Nevada Sulphur Company.

VINEYARDISTS requiring a high-grade sulphur for vine spraying and bleaching cannot do better than patronize the Nevada Sulphur Company of 707 Front street, San Francisco. There is no purer sulphur in the world than that marketed by this firm, and it should certainly take the place of the imported article. Nevada sulphur is used by the Italian Swiss Colony to the exclusion of all foreign sulphurs. This sulphur comes from the Rabbit Hole mines, in Nevada, and these deposits are known to the geological world as the purest in existence. The Nevada Sulphur Company's brands are used almost exclusively throughout the Sacramento, San Joaquin and Sonoma Valleys for spraying and bleaching. Vineyardists and others find the article both cheaper and superior to imported sulphur. Its purity is attested beyond all question by an analysis at the College of Agriculture of the University of California by Professor G. E. Colby, under the general supervision of Professor E. W. Hilgard. The report on the sulphur, dated May 16, 1904, is as follows:

Examination of three brands sulphur; samples (100 pounds each) sent by Louis Bloch, secretary and general manager Nevada Sulphur Company, 707 Front street, San Francisco, Cal.

	"P. D. C." Rooster Brand French Sublimed Sulfur.	"G. B." Brand Sublimed Sulfur.	"Nevada Crown" Sulfur.
Sulfur, per cent.	98.711	99.632	99.795
Impurities—			
Loss at 100 degs. C moisture, etc., per cent. ....	.856	.220	.150
Uncombined sulfuric acid in terms SO 3; per cent	.395	.106	.004
Sulfurous acid, per cent.	.001	.002	.001
Arsenical compounds...	trace	trace	
Silica, iron oxid, etc., per cent. ....	.037	.040	.050
Total	100.000	100.000	100.000
(Signed)		GEORGE E. COLBY.	

Sensible Talk.

THE vineyardists of the Livermore Valley have never been agitators and it is probable that they have fared better on that account. In every other district in the State at this season the growers organize and demand prices which are never realized. The local growers on the other hand rely upon the superiority of their product and get better prices from the same dealers without making any demands. Prices will be shaded considerably this season on account of a large crop and a large quantity of wine on hand, but it is safe to predict that local growers will get a good price and that the season as a whole will be a profitable one.—*Livermore Herald.*

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Letter Heads, Embossing Dies,
Monograms, Imprints, Portraits, and
Color Work.

E. D. Dibble

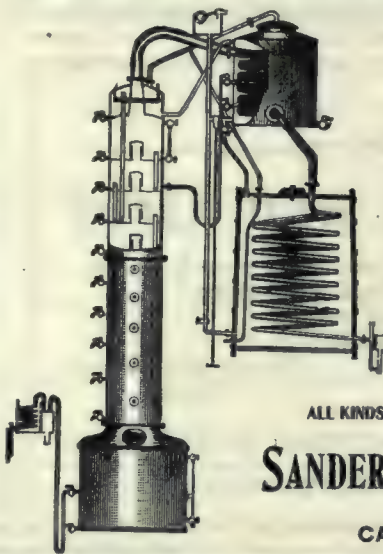
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ROOM 10
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Designs for the Wine and Liquor
Trade a Specialty

San Francisco

IMPORTANT TO DISTILLERS AND WINE MAKERS.

The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

SANDERS & CO.'S COPPER WORKS

CARL L. SCHALITZ, PRES.

309-311 HOWARD STREET, SAN FRANCISCO.

PAT'D SEPT. 29, 1891.



BARRETT CO.,

43 Front Street, New York

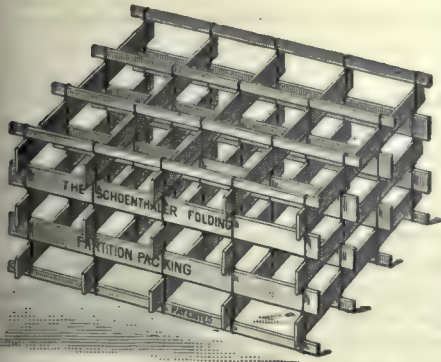
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CHAS. MEINECKE & CO., Sole Agents Pacific Coast

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BOTTLE PACKING PARTITIONS



THE VERY BEST FOR

**Bottles
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All Leading Bottlers' Supply Houses,
Glass and Box Factories,
Will Furnish Our Improved
Folding Partitions, or
We Can Supply You Direct.

Write Us.

Samples at Our Expense.

SCHOENTHALER M'F'G. CO.

ST. LOUIS, MO.

Publications Received.

The fifty-fourth annual report of the San Francisco Chamber of Commerce has been forwarded to us. It comprises a very comprehensive account of the transactions of the Chamber during 1903, and a section devoted to commercial and financial statistics which is of the highest value. It needs but a glance at this publication to demonstrate that the Chamber of Commerce is engaged in a work calculated to affect this city, as well as the State, in the most advantageous manner. Its usefulness cannot well be over-estimated.

The California State Board of Trade has recently issued a very complete, well-compiled and interesting brochure entitled "California—Her Resources and Possibilities." The pamphlet is from the pen of N. P. Chipman, the president of the Board. In clear sober language it tells of the capacities of the Golden State and describes just what her resources are in the way of manufactures, mining and the cultivation of the land. Not the least valuable part of the booklet is that which shows by well-arranged tables the production of the State and the quantities exported. The publication is well illustrated and of handsome appearance.



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Rainier
BEER**

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620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.



CALIFORNIA'S GOLDEN WINE TEMPLE



By PAUL EDWARDS

ST. LOUIS, July 15.—Strolling up either of the center aisles that extend the length of the twenty-one acres of floor space of the Palace of Agriculture at the Louisiana Purchase Exposition at St. Louis, visitors view spectacle after spectacle that arrests their attention, but as they near the center of the structure something begins to impress itself upon them that draws their gaze still more strongly. This new sight is not only beautiful, but it has a distinctiveness, a uniqueness that brings a more pleased attention than most anything else the visitor has seen. His eye probably rests first on a golden, smiling bacchante seated on top of a golden wine cask, twelve feet in height. The bacchante holds with his left arm one end of a grape garland, rich clusters of the ripe fruit and dainty little gilded chianti bottles showing amid the green and bronze leaves. The eye, impressed by the pleasing smile of the bacchante, is led up along the grape garland, which ends beside a heroic sized Bacchus head, surmounting a golden pillar leaning out from an elevated circular base, the top of which base is reached by a succession of five steps extending all the way around. As the detail of the apparent mass of gold and garlands and smiling figures begins to work out before the visitor's eye he finds he is gazing at a golden peristyle with eight columns, the central figure of a large space at each corner of which rises, one of the enormous wine casks, flanked by shelf space for hundreds of bottles of wine, artistically labelled and reflecting many colors. The corner structures seem to almost inclose the space around the peristyle, so elaborate are they, but when one gets closer it is found that four broad spaces have been left by which to enter the place upon which the Bacchus heads look down with jovial laughter.

That this is California's wine exhibit visitors become aware just as soon as they get within reading distance, for against the old bronze background on the front of each cask, in large golden letters, is the names of the State. It appears also at the rear of each cask, and on the two sides of each of them, near the top appear in bottle green letters with caramine capitals the words, "Wines of California." From every point may be seen some of the artistic lettering, leaving no doubt in the mind of any person as to what he is gazing at.

Inside the space formed by the four tremendous casks—perhaps at the table within the peristyle, registering or talking to visitors, perhaps in the sample room with prospective customers, perhaps at his desk, attending to his correspondence, for this busy man seems to have been allowed no assistant, is Ferdinand A. Haber, who has charge of the exhibit for the wine dealers of California.

The peristyle is thirty-three feet in height. Around its circular apex are eight dark brown bears with gleaming eyes and red tongues and enfolded with clusters of golden grapes and foliage. They hold golden cups and seem to be reveling in vines and wines. There are wreaths of grapes just under the cap of the peristyle in each of the eight spaces between the columns and from each of these, with graceful sweep extend two long garlands, the end of one being held by a bacchante and the others resting along the side of the cask. Bunches of grapes and golden chianti bottles are borne by the garlands. Thus the whole beautiful picture, gilded casks, laughing bacchantes, bacchus crowned pillars, rollicking bears with golden amphoral, green and bronze garlands with rich purple clusters and gilded chianti bottles forms itself before the eyes of the Exposition visitors and exclamations of admiration and delight rise from the gazers. It is safe to say there is nothing more beautiful in the whole Palace of Agriculture, few things more beautiful in the whole Fair than California's wine exhibit. Some say it is the most beautiful thing in the whole Palace of Agriculture. It is not the design alone that sustains the beauty of the exhibit. Artistic as this is, the general effect might have been far inferior, might indeed have failed utterly, had it not been for the clever color scheme adopted. It is old oak, very light, blended with gold. Manager Haber deserves the entire credit for this. He had twenty panels made by the decorators before he secured shades that suited him. The result is a harmony and richness so complete that the effect received the praises of Saint Andre de Lynereux, one of the most celebrated artists of France, who wrote Haber a letter from Paris expressing his approval of the artistic side of the display.

Literary gems to draw the visitor to the side of the purple grape and

sparkling wines are written in fancy letters where they must be perused by the spectators. On golden scrolls that run down each side of the fronts of the wine casks at the corners are the words in old Roman letters, which are by the way the general lettering scheme, "In Vino Veritas"—"In wine there is truth." On each of the columns of the peristyle appear mottoes: Shakespeare's words from Othello, "Good wine is a good, familiar creature if it be well used. Exclaim no more against it," give the sparkling fluid a cheerful recommendation. Then the convivial French are represented by their proverb, "Au matin bois le vin blanc le rouge au soir pour le sang mais au milieu du jour buvez toujours," which means to drink white wine in the morning, red wine in the evening for the blood and in the middle of the day drink all the time. Biblically there appears, "Drink thy wine with a merry heart," "Wine that maketh glad the heart of men," and "Drink no longer water, but drink a little wine." The Germans are appealed to by "Doch darf ich bitten bitt ich Gins Lass mir den besten becher weins in purem Golde reichem," which is from Goethe. Byron's words, "Sweet is old wine. It cheers the sad, revives the old, inspires the young" appear and the proverb of the Italians "Viva quest optimo divin liquor! Che lieto m'ecclita estro D'amor," ("Hurrah for the divine liquor! It makes you forget even the sorrows of love,") stands as a very strong testimonial in the eyes of victims of unrequited affection but not as an acceptable temperance lecture. Bobby Burns is represented with

"Some hae wine that canna drink
And some would drink that want it;
But we hae wine and we can drink,
Sae let the Lord be thank it."

From Omar are the celebrated words, "Did God set grapes agrowing do you think and at the same time made it sin to drink?"

Outside and inside the corner pieces on old oak scrolls with golden borders and on the heads of golden rimmed barrel heads appear prominently, but artistically, the names of the firms exhibiting. They are the California Wine Association, A. Repsold & Co., The Gundlach-Bundschu Wine Company, C. Schilling & Co., F. Korbel & Bros., Lachman & Jacobi, French-American Wine Co., California Wine and Brandy Co., William Hoelscher & Co., The Rosenblatt Co., Italian-Swiss Colony, P. C. Rossi, Chauche & Bon, C. M. Mann Co., Napa and Sonoma Wine Co., The E. G. Lyons & Rass Co., The E. G. Lyons Co., Goldberg, Bowen & Co., A. Finke's Widow, Schlessinger & Bender, El. Martinoni and Samuels Bros. & Co., all of San Francisco; The Italian Vineyard Co., H. J. Woollacott, Southern California Wine Co., Sierra Madre Vintage Co., and Ed. Germaine Wine Company, all of Los Angeles; Brunn & Chaix, Oakville; Dr. H. N. Cross, Dos Mesas; Dresel & Co., Sonoma; California Winery, Sacramento; Paul Masson Champagne Co., San Jose and W. S. Keyes, Howell Mountain.

The names of the counties and the cities represented appear on the cases of the pillars of the peristyle.

Percy Morgan, President of the California Wine Association, has been here. He expressed to Commissioner Haber his full approval of the wine exhibit.

Office, sample room and a limited amount of storage space is obtained in an ingenious manner. Doors which take nothing from the shelf space, for the shelves run right across them, are cut through the inside faces of the corner structures and open into the immense casks, the interiors of which are really cozy rooms. When the doors are closed, no one would suspect they were there, for the rows of bottles run unbroken across them.

California's "Golden Wine Temple" is situated almost exactly in the center of the Palace of Agriculture, straight beyond the main entrance from the Intramural Railroad and across the aisle from the Sacramento section of the main California exhibit. Everybody who sees it praises the California wine exhibit and everybody praises the wines who samples them, but this general commendation does not always carry the greatest value. Men high up in the knowledge of wines and viticulture, however, have indorsed the exhibit and the wines. Perhaps the most important of these opinions has come from Professor B. C. Cinninnato Da Costa, of Portugal. He is Vice-President of the Technical Agricultural Institute of Lisbon, of which the King is President; Director of the Laboratory of Fermentations of the

same institute, a member of the Superior Council of Agriculture and Science of Coimbra and a director of the Royal Central Agricultural Association of Portugal. He was a member of the jury of awards at the last Paris Exposition and holds the same position here. He has written two books, "The History of Viticulture in Portugal" and the "Technical History of Agriculture in Portugal."

The opinions of such men carry weight and Professor Da Costa said the wines of California were of excellent quality and that the improvement made in them in the last few years proved to him that they had a wonderful future. He said he sampled California wines at the Paris Exposition and was not impressed with them. The improvement made since then, he said, has been marvelous. It looks like gold medals for some California vintages.

The "Golden Wine Temple" has been fittingly dedicated. On the day the counties gave their opening reception at the Palace of Agriculture, Governor Pardee, his wife, President Francis of the Exposition, the various heads of the county exhibits, the State Commissioners, the University of California Glee Club and other Californians gathered, after the main festivities, in the Wine Temple and a pretty ceremony was carried out. Commissioner Haber poured from a gilded bottle of California champagne into a golden glass which he handed to Mrs. Pardee. She passed it to her lips and holding it aloft said: "I christen thee the beautiful Golden Wine Temple of California." She then dashed the glass to the floor amid the cheers of the assemblage and the Glee Club burst into song.

The wine men, of course, are gratified that their display is beautiful, that it is being praised and admired and that it is attracting an unusual amount of attention at the Fair, but the question with them now is, "What are the results?" Exhibiting at a world's fair is a good deal like planting a crop. You sow your seed and must wait until after the sowing to see what the harvest will be. The only difference is that in exposition work you can get a good idea by the people you interest

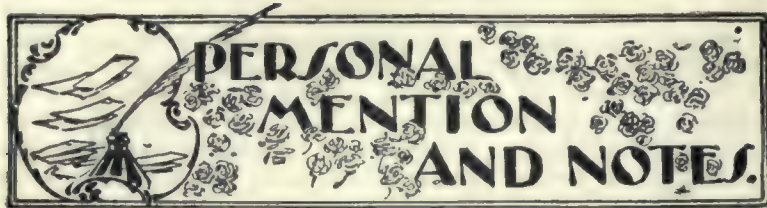
of what returns may be expected and some tangible results are obtained while the Fair is in progress. The work here to date in the interest of California wine gives most flattering promise. Hundreds of genuine consumers call at the exhibit and sample the wines. Many not familiar with the California product express surprise at its quality and say they will give trial orders when their present stock is exhausted. A few have given orders to Mr. Haber, who has sent them on to firms handling the wines required. Thousands have inspected and admired the prettily labelled bottles on the golden shelves at the corner structures of the exhibit and gone away with the fact firmly impressed upon them that California is a great wine producing State and perhaps feeling that the next time they bought a bottle of wine they would try the product of the Golden State.

One sad commentary on the loyalty of Californians to their State is the fact that some of them are learning here for the first time that their State produces wines good enough for anyone to drink. Commissioner Haber has secured a new customer for California wines in Oakland. This man is a merchant there and has always been using a French sauterne at his house. He sampled some California sauterne here and declared it was better and cheaper than the imported article he had been drinking. Haber became excited and delivered a stump speech on this occasion saying that if Californians were like Frenchmen or Germans their State would prosper more. "The French and Germans," he said, "always buy the wines and oils, and clothing and everything else manufactured in their own countries, providing they are as good as those produced elsewhere, and if Californians supported their State in the same way it would prosper more."

The Golden Wine Temple is a credit to the State and those who are responsible for it and California should reap a great benefit from the splendid exposition of her wine industry made through it at the St. Louis World's Fair.



CALIFORNIA'S GOLDEN WINE TEMPLE AT THE WORLD'S FAIR



The local branch of Clark Bros. & Co., the well-known distillers of Peoria, Ill., are delivering their goods in a vehicle that is really the finest one-horse dray in San Francisco. For lightness, combined with strength and handsome appearance, it, indeed, would be difficult to surpass anywhere. The finishings are in solid brass, from which metal the hubs and several other parts are made. The standards are topped with brass knobs representing barrels. The horse is a fine dapple gray, and one of the most handsome animals employed by any wholesale house in the city. The turnout has attracted a great deal of attention in the wholesale quarters. A. L. Dowler, the Pacific Coast Manager of Clark Bros. & Co., has a right to be proud of this swell, novel turnout, for he designed it.

Fleischmann & Company have already shipped away East three carloads of this season's California cherries in maraschino—the first consignment of the new goods made. Mr. Behrends, the manager of the local branch, claims. Although the crop this year was rather short, the cherries bottled are of first-rate quality. Fleischmann & Co. have orders for over eleven more carloads. The bottling capacity at the local plant is being increased 50 per cent. This will enable the firm to meet the constantly growing demand for its goods.

The engagement is announced of the daughter of one of our most popular wine merchants—Mr. Charles Bundschu. At an "at home" on Sunday last, for which her parents had sent out cards, Miss Louise Bundschu announced that in September next she would wed R. Maury Sims, the young attorney. Miss Bundschu is a charming, accomplished and graceful girl, who possesses a very large circle of acquaintances. Congratulations have showered upon her since the date of the wedding—September 9th—was made known. Mr. Sims was for four years assistant district attorney, but now has a lucrative private practice.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO



GOLDEN GATE

CHERRIES

IN MARASCHINO.

ASK YOUR DEALER

BOTTLED WHERE THEY GROW IN CALIFORNIA.

CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

Lionel Bees, the local agent of Canadian Club Whisky, is not complaining of dull times. The demand for the very popular product of Hiram Walker & Sons is constantly extending. During the first six days of July Mr. Bees sold 426 cases of Canadian Club.

Mr. L. Siebenhaur, Pacific Coast Agent of Rheinstrom Bros., spent a vacation of two weeks down at Santa Cruz with his family. He has returned much the better for the outing and says the trip has made him feel fit for hard work.

Dr. Wilhelmj, whose Institute for Fermentative Industries at 519 Mission Street was established about a year ago, reports that his efforts to furnish a thorough instructional course in wine-making have not been appreciated by Californians. In European countries the benefits of such institutions are eagerly availed of, but in this State the necessity for a strictly scientific training does not seem to be recognized. So disappointing is the extent of support afforded the Institute that Dr. Wilhelmj is seriously thinking of removing it to New York or to Chicago. He states that he has not definitely decided to take this course, but he may make the change about the end of the winter.

Golden Eagle Distilleries Co., Inc.

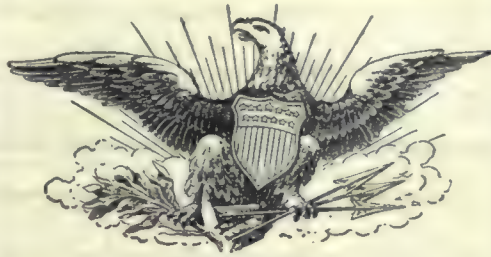
Golden Eagle
BOURBON AND RYE

TOM PARKER

AND

419 Bourbon
and Rye

Whiskies



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California Wines and Brandies

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San Francisco, Cal.

Gundlach Bundschu Wine Co.
San Francisco *New York*

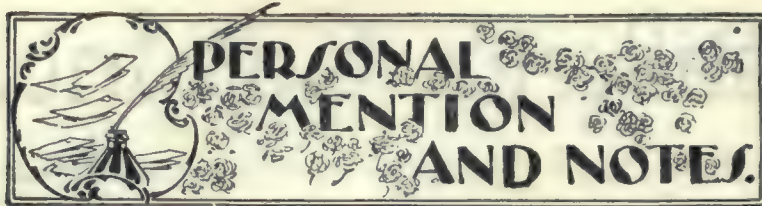
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



To the long list of excellent liquors imported by Naber, Alfs & Brune, of 322 Market Street, there has lately been added Korn-schnapps, a fine German rye whisky manufactured by E. Magerfleisch, of Wismar. The article has not been on this market before, and the agents hope to create a good demand for it. The other specialties of Naber, Alfs & Brune are selling in increased quantities every year. Within the last few weeks a big shipment has come to hand of Aquavit, Swedish punch, Swedish rent branvin and Pomerans branvin.

Mr. Clarence J. Wetmore, of the Wetmore-Bowen Co., is going East on the 10th of the month, and will be away probably about three weeks. He has business with the New York and Chicago agencies of his firm, after the transaction of which he will spend a few days at the World's Fair. Cresta Blanca wines are finding a larger market in the East every year.

The wholesale wine and liquor firm of Wm. Watson & Co., 1006-1008 Washington Street, Oakland, has been succeeded by the Winedale Company. The principals of the new firm are T. W. Sigourney and W. C. Jurgens, two smart business men. They are hustling for trade in good style, and in spite of the depression in all lines of business, they are finding a good demand for the brands they distribute.

Long's

Universally pronounced the best and most delicious of any Maraschino Cherries manufactured, possessing a delicious flavor, improving the best cocktail.



MARASCHINO
CHERRIES

California's finest selected Cherries preserved in Maraschin; a product of the best fruit properly put up, securing extensive foreign and domestic recognition.

Long's

PEERLESS

BAR SUGAR

Marketable everywhere as the cleanest and best, adding greatly to the flavor of all drinks.

LONG SYRUP REFINING COMPANY
SAN FRANCISCO

All his very numerous friends will be pleased to learn that Mr. Ernest Schraubstadter, manager of Finke's Widow, has so far recovered from his extended illness as to enable him to resume work. Mr. Schraubstadter was confined to his home for seven weeks with acute inflammatory rheumatism, and for nearly half of the time was unable to leave his bed. He returned to business on the 25th inst., very considerably improved in health, but by no means his old self. Mr. Schraubstadter expects to go East in September. He will visit the World's Fair, and will also go to New York, New Orleans, Chicago and other points. While away he will make arrangements for extending the sale of the firm's champagne in the East. There is already a fair quantity of Finke's Widow champagne sold in the principal cities, and Mr. Schraubstadter is convinced the demand can be widely extended.

We have had occasion to refer at various times to the distillery on the World's Fair grounds in St. Louis, which is being operated by the Sunny Brook Distillery Co. of Louisville, Ky. According to reports we have received this exhibit is undoubtedly one of the "hits" of the Exposition, and is becoming a feature of the Fair almost as much as the Ferris wheel was in Chicago. It is a pleasure to record this, as the educational value of such a display is bound to be of much benefit to the entire liquor trade. Many an old foggy prejudice will be shattered by a view of the cleanliness and care used in making the high-class whisky of today, and the Sunny Brook Distillery Co. is to be congratulated on their enterprise in making this expensive display in order to show the public at large the purity and medicinal value of natural, straight, unadulterated whisky.

Do You Know That Window Space Properly Utilized

is one of the most valuable mediums of publicity in the world and the one vehicle most convenient and desirable, calculated to meet the requirements of the conservative, dignified business man or firm who desires advertising?

SOME REASONS WHY

All other advertising space must be purchased or rented.
All other advertising space is for temporary use.
No other advertising space has the article itself behind it.
All other advertising space costs time and money to keep it in force.
All other advertising space is practically "dead" at night.
All other advertising space involves large expenditure, risk and uncertainty.



Window Space, infinitely more valuable, costs nothing.
Window Space constitutes the direct opposite, permanency.
Window Space has your goods behind it, and the dealer behind the goods.
Window Space is ever in good repair and bright; dealer does it himself.
Window Space "works overtime" night and day; dealer pays for its illumination.
Window Space affords maximum results at minimum cost and is certain.

RESULTS THAT'S IT

Salesman removing paper from sign on window



Just Like This for Two Years

A magnificent 26 inch diameter sign.
Would cost \$25.00 to paint.

GETS you on the window pane in Gold, Silver and Colors "All over Town," "All over the Country" for practically nothing—comparatively.

HOW to Best Employ a Modern Window Sign

It is imperative and essential to your success to get a *good sign*, the day of cheap "stickers" has passed.

¶ Get the biggest and handsomest sign you can afford. (If a newspaper or bill-board concern gave you space free, you would cover it *all*, wouldn't you?)

¶ Get behind this sign with the same interest and enthusiasm you would place behind any other big earning power—get your salesman behind it, get the importance of this sign impressed upon the minds of your employees. Mail it out to your customers with a letter—(don't cheapen the sign by sending it with other goods to "save freight.") The right sort of a Window Sign is in every way worthy of your serious consideration and heartiest co-operation. The difference between a *good* Window Sign and the cheap sticker sign is just the difference between success and failure.

¶ The best signs command the best space or position and are acceptable and sought by the dealer. ¶ The cheap signs command no special attention, lack power of influence, lack the character, and the dealer don't want them.

A FEW OF THE USERS

CROWN DISTILLERIES CO.
WIEDEMAN BREWING CO.

WM. J. LEMP BREWING CO.
NATIONAL BREWING CO., St. Louis

L. & E. WERTHEIMER CO.
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Meyercord Signs are the recognized standard.

100%
Results

Meyercord Signs not only acceptable but desired by retailers.

VINTAGE PROSPECTS—Concluded

COSMO MORGAN, Los Angeles.—Condition of vineyards, good. No damage by frost or sunburn. Crop prospects the same as at this time last year. Probably twice as much wine in cellars as at this time twelve months ago. Diseases making the same progress as last year. Not many acres of vines planted this season.

G. F. MERRIAM & SON, San Marcos, San Diego County.—Condition of vineyards, very good. No damage so far by frost or sunburn. Crop prospects better than at this time last year. Double as much wine in the cellars as at this time twelve months ago. Anaheim disease keeps destroying vines—perhaps 5 per cent a year. About fifty acres of vines planted this year.

HENRY SANDOZ, Pomona.—Condition of vineyards, fine. No damage by frost or sunburn. Crop prospects as good as last year. A little more wine in the cellar than at this time last year. No progress by phylloxera or other diseases noticeable. No vines planted this season.

GEORGE YUNG, Santa Ana.—Mr. Yung writes: "I grow mostly all my grapes at De Luz, San Diego County, in the mountains. Last season's crop I had shipped here. This season I will crush grapes at the vineyard. Estimated crop last season, 300 tons. This season's crop will most likely reach the same tonnage. The grapes have set well and look prosperous. Have no diseased vines at this place. Grapes do very well without irrigation."

A. YORK & SONS, Templeton.—Vineyards are still in a healthy condition, making their usual growth. No material damage was done by frost, and there has been no sunburn yet. The firm think that the crop will compare favorably with last year's. Last year's wine is sold, but not delivered. There is no phylloxera or other disease that is permanent or serious. Thirteen acres of vines have been planted this season.

GEORGE C. KIRCHEL, Escondido.—Signs of drouth are beginning to show in the vineyards, but there has been no damage by frost or sunburn. A short crop is expected. About the same quantity of wine remains in the cellars as at this time last year. There is no disease in Mr. Kirchel's vineyard. No new vines have been planted this season.

JAMES BRACKEN, Nordhoff.—Condition of vineyards, good. No damage by frost or sunburn. Prospects are that the crop will be one-fourth more than that of last year. No phylloxera here. No new plantings this season.

T. J. F. BOEGE, Anaheim.—Condition of vineyards, good. No damage by frost or sunburn. The crop prospects are about the same as last year. Less wine in cellars than last year. No phylloxera; status of other disease about the same as last year.

James Anderson has bought Clancy Palace from the Seattle Malting & Brewing Co., and is preparing to make extensive improvements. Mr. Anderson recently came here from Coleman, Alberta Territory, where he owned a first-class saloon. He has had long experience.

The Seattle Bar, formerly owned by Martin-Casey Co., has been sold to Miller & Olsson. Mr. Miller is the well-known saloon man of the firm of Miller Bros., on Main St., and Mr. Olsson is also well known in this city, having been connected with the Seattle Bar.

A. LILIENCRANZ, Aptos.—Condition of vineyards, very good. No damage by frost or sunburn. Crop prospects are better than at this time a year ago. No progress has been made by phylloxera or other diseases. Two acres have been planted this season.

C. H. WENTE, Livermore.—On the whole, the vineyards are in good condition, except where disease has attacked them. There has been no damage by frost, but some by coulure. The crop will be somewhat lighter than that of last year. About the same quantity of wine remains in the cellar as at this time last year. Phylloxera is progressing fast; the "mysterious disease" is also doing its work. About 150 acres of vines have been planted this season.

A distillery in full operation is one of the features of the St. Louis World's Fair that is attracting widespread attention especially among the trade. The Sunny Brook Distillery Co. of Louisville, Ky., is operating a fully equipped plant on the World's Fair grounds near the Philippine Village and for the first time at any exposition high-class whisky will be actually distilled, barreled and stored in a special United States Government bonded warehouse right before the eyes of visitors. Every detail of the distilling process from the time the grain is received, weighed and inspected by United States internal revenue officers until the pure whisky is drawn off from the cistern into hand-made, oval casks, branded and stamped by Government gaugers is plainly shown and fully explained by a force of attendants. It stands to reason that such an exhibit would prove of absorbing interest, especially to liquor dealers, and this accounts for the immense crowds that throng the distillery from morn till night.

"HERMES" VINTAGES

PERFECT California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia	Hock—Castile	Angelica—Victoria
Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Butedel—Rheingold	Sherry—Olorosa
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
Burgundy—Cote d'Or	Haut Sauterne—Monopole	

ROYAL WESTERN—CALIFORNIA CHAMPAGNE A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

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“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.
Walkerville, Canada

LONDON

NEW YORK

CHICAGO

MEXICO CITY

VICTORIA, B. C.

Meyercord & Co., Inc., The Advertising Experts.

(Special Correspondence.)

CHICAGO, July 20.—Advertising is an art, and a concern which furnishes advertising matter to advertisers and which has the largest and most expensive plant of its kind in the world is worth knowing something about. Such a concern is The Meyercord Company, Inc., of Chicago, whose attractive page advertisement appears in this issue of THE PACIFIC WINE AND SPIRIT REVIEW. A visit to the offices and factory to watch the process of manufacture and understand in a small way the manner in which the marvelous work is done, is indeed a feast for the eyes of the ordinary newspaperman. To begin with, more than 400 workmen are employed exclusively on decalcomania transfers in this plant, which represents an outlay of \$250,000. The artists are the most skilled and original in the art of advertising—40 to 50 are constantly creating new designs.

The Meyercord Company makes its own paper and metal leaf and owns many valuable formulas for the manufacture of permanent colors. The wonderful transferring medium makes the Meyercord signs adhere to windows and enables the makers to reproduce anything.

Not only on windows are these decalcomanias used, but some of the most attractive signs are on panels. These are made in any size desired. Few men in the wine, liquor or brewing industry have not seen the attractive panels 15x21 inches sent out by the Wm. J. Lemp Brewing Co., St. Louis, showing Falstaff with his bottle of "St. Louis" beer. This panel was made by the Meyercord Company.

Tens of thousands of handsome trademarks, bindings, faces, figures, packages and every other thing, are reproduced in from two to a dozen brilliant colors by this process.

TELLS OF HIS VAST BUSINESS.

Manager Meyercord, in discussing his vast business said: "Our business goes farther than one would suppose. Some manufacturers sell their product and it stops there. Our product begins its work when it leaves our plant. For instance, suppose a California wine man is putting out a special brand of wine. He decides upon a trade mark—maybe a picture of his winery—a bunch of grapes or anything else. He sends us his ideas; we incorporate them in a handsome design. We make 1,000 or 10,000 of the 'transfer' pictures and send them to him. He sends them out to his jobbers and they in turn to the wine rooms, saloons, cafes, etc., and thousands upon thousands of people see this sign and comment upon the wine, whisky, brandy or beer. One never knows how far one of these little pictures will go. Surely a sign requiring but the mere dipping of it into water, pressing it against the window or the mirror of a saloon or cafe or restaurant, and removing the paper, where it will remain virtually permanent, must be a process that will appeal to anybody requiring signs in quantity. We are more than pleased to suggest original ideas suitable for any business. We merely want any matter that is intended for a sign, or a sample of the product or anything that will be suggestive, and we will be glad to make a handsome original sketch, without charge. We send out hundreds of samples of our work daily, and we have many letters daily asking about our work. To all we are pleased to give free samples and as much information as we can."

KNOWS WHAT PEOPLE WANT.

This wide-awake, hustling manufacturer has felt the public pulse and has determined that windows, bar-mirrors and wall panels are the best places to display advertisements and the tremendous growth of his business within the past few years is the best indication that he knows what he is talking about. **W. R. ANDERSON.**

L. Levy Co. TOURIST OUTFITTERS

Commercial
Travelers



Trunks and
Sample Cases
A Specialty

Trunks, Bags and Suit Cases

134-136 ELLIS STREET

Corner Mason Street

SAN FRANCISCO, CAL.

Mont Rouge Vineyard

LIVERMORE VALLEY

CALIFORNIA



CHAUCHE & BON, - Proprietors

OFFICE AND DEPOT:

17 FIRST STREET

Telephone Main 1514

San Francisco

New York Correspondence.

NEW YORK, July 21, 1904.

EDITOR WINE AND SPIRIT REVIEW: According to the newspaper reports, just at present New York is the hottest city in America. It is hardly necessary, in the face of such a condition, to state that there is absolutely no business worth mentioning. Immediate requirements and in minimum quantities continues the distinctive feature of such sales as are being made, both in the whisky and the California wine market.

The nearby summer resorts are being well patronized, and a continuance of such weather as we are now having should ensure a good season for all of them. The effect of this will, however, hardly be felt among the local dealers until well into August.

No pronounced pessimistic views of the future are being promulgated and the general opinion seems to lean towards the assumption of a decided improvement in the fall business.

The Italian Chamber of Commerce of this city is agitating a reduction of tariff duties on Italian products which,

it is claimed, do not materially compete with any domestic articles.

Mr. Antonio Zucca, president of the Chamber of Commerce, has been interviewed in this connection and some of his remarks are worthy of note, as the rash statements of a free trader:

"Take the tariff on oranges. Whom does it protect? No one but a fool would try to import Italian or Sicilian oranges to-day, or oranges from anywhere else. California produces all the oranges that this country needs, and has plenty for export. No other oranges can sell in the market against them; but as to lemons, the high duty on them protects no one and comes out of the pockets of the poor. California does not produce lemons enough to supply her own home demand, and will not for years to come. The California lemon, lacking acidity in keeping quantities, although it is a beautiful fruit in appearance, will never drive the Sicilian lemon out of the market. Half a Sicilian lemon will make as much lemonade as two California lemons.

"Olive oil is another Italian product largely used here. The high tariff serves only as an incentive to its adulteration with cheap cotton-seed oil. California's olive oil production is so small as to be practically negligible. What she does produce is of good quality, but I know that Italian oil is taken to California by the purchasers, rebottled there under California labels, and sold for double the price as California oil.

OSCAR FINCKE

SUCCESSOR TO BADER & FINCKE



Manufacturer of

**B A R
STORE
OFFICE**

Fixtures

SHOW ROOMS

437 FIFTH STREET

S. E. CORNER

5th and Bryant
—Streets—

SAN FRANCISCO, CAL.

Telephone South 326

"California wine, too, is excessively protected. It is good enough wine, but no one who drinks Italian wines wants California wine. The two do not compete, except that the high tariff leads to the adulteration of Italian wines. The adulterators take a little Chianti, say just enough to give it the characteristic flavor, mix it with a large quantity of California wine, bottle it in old Chianti flasks, and sell it as genuine Chianti. All these adulterations, which are a fraud on the public, if not actually injurious to health, are the direct result of a high tariff which protects no one and restricts trade."

The recent reports to the American Government by Al-bion W. Tourgee, United States Consul at Bordeaux, France, and Consular Agent Carlos Yensen at Bilbao, Spain, in which the wine of Bilbao is represented as being shipped to Bordeaux and there blended with the Vin Ordinaire of France and then reshipped to Bilbao, where it is sold as the Bordeaux vintage, has aroused the indignation of the French wine importing interests of this city. A letter from the Associated Wine Growers of Bordeaux directly refutes these assertions, and a part of the letter is herein quoted:

"The quantity of Spanish wine imported into France is absolutely insignificant as compared with the production of our country. In 1901, 57,000,000 hectoliters; in 1902, 39,000,000 hectoliters, and in 1903, 35,000,000 represented the total wine output of France, as against 914,000, 342,000 and 639,000 hectoliters, respectively, of Spanish wine imported during the same period. These wines, mixed with the light French wines of the South, are drank in the large

towns and in the north of France, but no such blend has at any time been exported to Spain. However, if we take the affirmation of the American Consular representative as true, it would prove that the small French vintage has given to the Spanish wines a quality which the latter does not possess. As to the high-grade wines of Gironde, Medoc, Graves and Ste. Emilion, which are those alone exported to the United States, and which constitute the real Bordeaux wine, it is unnecessary to say that these wines would be irretrievably lost by their mixture with Spanish or any other vintage, the taste of our wines being so peculiar and their fineness being such that any kind of blending would cause them, even with people who are not familiar with them, to forfeit the renown which their high qualities have built for them."

There is also considerable dissent from the recently published "Revelations of the Impurity of Food in Europe," by Professor Robert N. Allen, secretary of the National Pure Food Association, wherein it is stated that of the entire spirit production of France fully 60 per cent originated elsewhere than in the vineyards of that country.

Colonel E. H. Taylor, Jr., has been in the city during the past fortnight. The sale of "Old Taylor" bottled in bond has been taken up by Messrs. Acker, Merrall & Condit Company, and is being pushed in their numerous stores.

Mr. B. C. Samuel, of the Mt. Diablo Vineyard Company, has just returned from a most successful trip through New England.

E. C. S.

HILBERT MERCANTILE COMPANY

Telephone
Private Exchange 313

213-215 Market Street

SAN FRANCISCO
CAL.


Sole Agents and Importers of the World's Standard Brands

HUNTER BALTIMORE RYE
H. B. BOURBON and RYE WHISKIES
EL MONTE BOURBON
MARYLAND MONOGRAM
W. H. McBRAYER'S CEDAR BROOK
BOOTH'S OLD TOM and DRY GINS



ST. LOUIS A. B. C. BEER
BUCHANAN'S BLACK and WHITE SCOTCH
J. BAUMGARDNER RYE
UNION LEAGUE BOURBON
AETNA MINERAL WATER
BOAR'S HEAD ALE and STOUT

Ruinart Brut Champagne

 We have unequalled facilities
for handling large orders.

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



"FOR THE HOME AND CLUB"

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

E. B. CAVANAUGH, PACIFIC COAST MANAGER
No. 8 BEALE STREET, SAN FRANCISCO, CAL.

PACIFIC WINE & SPIRIT REVIEW

JOURNAL OF VITICULTURE.

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Brunswick-Balke-Collender Co.....	1/4 page
Mohs & Mohs	1/2 page
The Meyercord Co. Inc.....	1 page
The Kirby Distilling Co	1/4 page
Gustav Duntze & Co.....	1/2 page
California Fig Bitters Co.....	1/4 page
C. W. Dibble, Designer.....	1/2 page

RE-CONSTRUCTED

Seattle Brewing & Malting Co.....	
Rheinstrom Bros.	
Southern Pacific Company.....	
Sunny Brook Distilling Co.....	
Hunter Rye.....	

Praise to Whom Praise Is Due.

ELSEWHERE in this issue appears an extended article descriptive of the California wine exhibit at the Louisiana Purchase Exposition. The consensus of opinion is that California wine men have crowned themselves with glory. They have installed an exhibit which is one of the great centers of attraction. The advantages that will accrue to the industry are inestimable. It is not too much to say that every man connected with wine making in California will be benefited to a greater or less extent by this surpassingly effective display.

It is meet at this time that due credit should be given where it is deserved for the installation of the wine temple. All will admit that Mr. Ferdinand A. Haber, the manager, has done splendid service in the face of very serious obstacles. But there are other gentlemen whose names, of necessity, have not appeared so prominently, but whose energy, perseverance and public spiritedness are in no small degree responsible for the erection of the exhibit. The committee that worked it up was a small one, consisting of Charls Bundschu (of the Gundlach-Bundschu Wine Co.), P. C. Rossi (of the Italian Swiss Colony) and Clarence J. Wetmore (of the Wetmore-Bowen Co.), and these gentlemen sacrificed much of their time to attend to the many necessary details. The chairman of the committee was Mr. Bundschu, and his fellow-workers are the first to admit that upon his able shoulders fell the bulk of the work. To the formulation of the plans, conferences with the architects and with Mr. Haber, the choice of mottoes for use about the temple, and interviews with intending exhibitors and with subscribers to the cost, Mr. Bundschu devoted a

large portion of his time for many weeks. He had the always willing assistance of Messrs. Rossi and Wetmore, and the reward of these gentlemen is the knowledge that by their efforts a display has been made that will advertise California wines as they have never before been advertised.

Credit must also be given Maybeck & White, the architects. These gentlemen threw themselves into the task of conceiving an exhibit of high artistic excellence with the greatest enthusiasm. No trouble was too much for them. The plans were redrawn four times before they satisfied the critical eyes of the members of the committee. The bill submitted was a very reasonable one, Maybeck & White seeking nothing more than bare compensation for time and material.

Manager Haber Enthuses Over World's Fair.

MR. FERDINAND A. HABER, manager of the California Wine Exhibit, writes to the editor of the PACIFIC WINE AND SPIRIT REVIEW as follows: "There remains no doubt that our wine exhibit will bring practical results in the future. Its unique and classic character, its bold lines, its restful and beautiful coloring, and its charm, enhanced by the graceful festoons of grape vines and grapes, with their varying colors of the autumn tints, make a picture that fastens on the memory, and serves as a lasting advertisement of our viticultural industry. I lose no opportunity to preach the Gospel of the Grape and to laud the purity of our wines. As a result, several orders from consumers have been sent for direct shipment, thus making every new client an advertiser of California wine.

"Senor B. C. Cincinnato Da Costa, Royal Commissioner from Portugal, a very distinguished specialist in viticulture and fermentation, who has followed the evolution of our California wines for a long time, said to me, after exhaustive sampling: 'Your wines, especially your Claret, Sauterne, Burgundy and Rhine types, show perfect fermentation, care and bottling, and are destined in the near future to hold their place in the esteem of connoisseurs. Your ports are good and true to type.' Such a verdict from an expert of international reputation is one every California viticulturist should be proud of.

"Senor Da Costa presented me with two sets of the official report of the agricultural and viticultural conditions of Portugal, profusely and magnificently illustrated. I shall present one of the sets to the University of California, and it will form a very valuable addition to the library of the University.

"I would like to point out that the International Exposition of Liege, Belgium, offers to California horticulture, agriculture, viticulture, forestry and mining, an opportunity which should be taken advantage of. Belgium, as well as Germany, has taken kindly to our fruits and wines. These and other markets can be secured by an elaborate exposition of our resources. Besides, we can attract a large number of the industrial classes as immigrants. We have here in St. Louis a magnificent exhibit of all our resources. Why not send it to Belgium, and have it housed under one roof—a grand California building? I spoke to Governor Pardee on the subject, and he endorses it. If the newspapers will take the matter up, and generate public opinion, I feel sure that the Legislature would appropriate the necessary funds to carry out the idea. The exposition at Liege opens in May, 1905."

Obituary

Julius Paul Smith.

JULIUS PAUL SMITH, one of the pioneers of the wine-making industry in California, and a gentleman who possessed the unqualified esteem of all whose good fortune it was to know him, died at his home, Olivina, on the night of June 28th. He was a cultured, high-minded man, and may, without exaggeration, be said to have been one of the pillars of viticulture in this State. Mr. Smith was a royal entertainer at his magnificent home in Olivina. Those who have partaken of his hospitality there remember with delight the valuable collection of rare and beautiful paintings, statues, and costly curios, gathered in all parts of the world, with which Mr. Smith had surrounded himself.

His chief claim to the thanks and gratitude of viticulturists lies in the fact that when the industry was in its experimental stages he had the courage to venture a fortune in grape growing and wine making. It is gratifying to be able to record that the Olivina wines made by him have achieved unmistakable success. In addition, he was very prominently identified with the marketing of Nevada borax, being a brother of F. M. Smith, who is probably twenty times a millionaire.

But it was in grape growing and wine making that Julius Paul Smith was most deeply interested. At the cost of a small fortune he spent about eight years of his life in the study and investigation of the methods adopted by the wine makers of France, Germany, Italy, Spain and Austria. In pursuance of this self-imposed course of education he visited nearly every noted vineyard in Europe. The valuable knowledge thus gained was not selfishly kept for his own use and profit. Many magazine articles from Mr. Smith's pen have been published, embodying the results of his investigations.

Mr. Smith, more than twenty years ago, purchased 2,000 acres near Livermore. This he transposed into the famous Olivina vineyard. To the estate, he forwarded numberless cuttings from European vineyards, his desire being to reproduce the grapes and vines of Europe, as far as possible, under circumstances similar to those in which they were produced in their home vineyards. In this object he achieved a large measure of success. Mr. Smith's connection with wine growing in California extended over more than twenty years, and it is not going beyond the plain facts of the matter to say that no man threw into the task of advancing the industry a greater degree of enthusiasm, brains and patient investigation.

The recital of Julius Paul Smith's connection with the borax industry brings into prominent relief his qualities of business foresight and astuteness. His brother, F. M. Smith, came out West about the time of the commencement of the Civil War, and wrote back in enthusiastic terms about the discovery of borax in Nevada. The result was that Julius Paul Smith, in 1873, organized a company in Chicago for the manufacture of borax. The company comprised F. M. Smith, J. P. Smith and three Story brothers, of Chicago. In the same year, Julius Paul Smith and Clifford Story came out to Nevada with the plant for working the borax, but before the year was out the Smith brothers bought out the Storys.

About 1885 Julius Paul Smith was the sole owner, having purchased his brother's interest. He continued to manufacture borax for several years, after which F. M. Smith secured possession of the property by purchase. It is largely due to the idea of Julius Paul Smith of marketing borax in small packages that the product is so universally popular to-day. It was thus brought under the notice of the purchasing public through the medium of small groceries and drug stores. The money Julius Paul Smith made from borax he utilized in building up the grape-growing industry.



JULIUS PAUL SMITH.

Mr. Smith was only 61 years of age at the time of his death. He was a veteran of the Civil War, and as the result of a wound sustained in active service, the nerves of his right arm were so injured that he could not use it in writing. Otherwise, however, it was a useful member. Mr. Smith's death was due to paralysis. He had a stroke four or five years ago, which incapacitated him for some time, and another at the end of last year. He however retained the use of all his faculties, and was quite able to attend to business matters. But it was evident that he could not expect a lengthy life, and when a third stroke proved fatal the dread result was not altogether unexpected.

His wife, who was Miss Sara Barker, and to whom he was married in 1870, just before he came to the Pacific Coast, survives Mr. Smith. Shortly before his demise he deeded his entire property to his wife. The body was cremated on Sunday, July 3d, at the Odd Fellows' Cemetery.

Fiorenzo Cavagnaro.

FIORENZO CAVAGNARO, of the F. Cavagnaro Co., died on the 20th instant at Genoa, Italy. Mr Cavagnaro was one of the best known wholesale liquor merchants in San Francisco, and was very highly esteemed among his business associates. He was a citizen of this State for over thirty years. The following translation of an obituary notice that appeared in "L'Italia," the local Italian daily paper shows the high esteem in which Mr. Cavagnaro was held by his countrymen:

"The first telegram announcing the near end of Fiorenzo Cavagnaro was unfortunately followed by another announcing his death, which occurred in the city of Genoa on the 20th instant at 10 p. m. Expected as it was, the sad news made a great impression on the numerous friends and acquaintances of Cavagnaro, not to mention the affliction that like a thunderbolt struck his dear wife, his two daughters and his brother Carlo. They cannot console themselves for having been deprived of his presence in his last moments. His brother Carlo, in the name of the family, has everything arranged for the transportation of the body to San Francisco on the steamer North America, which leaves Genoa on the 26th of this month. As soon as the deceased arrives, extreme funeral honors will be accorded him.

"F. Cavagnaro was born on the 3rd of May, 1854, in Fiorenzuola d'Arada, province of Piacenza, Italy, from Genoese parents. He emigrated in 1871, stopping a short while in Santa Cruz. Shortly afterwards he established in Oakland a business devoted to fruit and the manufacture of ice. Afterwards he came to San Francisco, and was for a time employed by a liquor firm. A few years afterwards he was

made the agent of the Italian-Swiss Colony. By five years' hard and honest work he made this concern the biggest wine business in the country. After he retired from the Asti Colony, he went into the wholesale wine and liquor business. The firm he founded was lately incorporated under the name of the F. Cavagnaro Co., in which the heirs of the estate are interested.

"As a business man, F. Cavagnaro was esteemed and respected by everyone engaged in commerce in San Francisco for his proved honesty and his high intelligence. He was one of the organizers of the Druids, occupying the highest chairs, and one



of the most active members of the local Italian Masonic Lodge, filling the highest degrees. Amongst other positions occupied by him was the Vice-Presidency of the Italian Chamber of Commerce and the Presidency of many other smaller organizations. He was also an influential member of the Democratic party. He was the real type of the self-made man, indefatigable and persevering in his work. He was considered to be one of the best citizens of the Italian Colony—noble, magnanimous and open hearted.

"In the last few years a complicated disease was undermining his existence, and a few months ago he took a trip to his native land, hoping that the change of climate would improve his health; but the destiny of calamity awaited him far from his beloved family."

The business of the F. Cavagnaro Company will be conducted along the usual lines without interruption.

Obituary

John Sroufe.

FEW men in San Francisco have had longer, and none more honorable, identification with the wholesale liquor business than the late John Sroufe, head of the firm of John Sroufe & Co., who died at his residence, 1160 Page street, on July 16th. He was a pioneer of California, having entered the State fifty-four years ago. Mr. Sroufe suffered from poor health for two years past, but the immediate cause of his death was pneumonia, which he contracted a fortnight before his death.

John Sroufe was born in Ohio, but was raised in Missouri, to which State he was taken by his parents when a boy. In the spring of 1850, when but twenty-three years old, he came to California with his young wife, and this State was his home until he died. At the outset he started a grocery business at Petaluma, remaining there until 1863, when he came to San Francisco. Here he entered



into partnership with the wholesale provision house of Dodge Bros. & Co.—a firm which is still in existence as Dodge, Sweeney & Son. After Mr. Sroufe had been connected with the house for some time the name was changed to Dodge, Sweeney & Co.

In 1875 Mr. Sroufe bought Mr. Goewey's interest in J. M. Goewey & Co., wholesale liquor merchants, and formed the house as Sroufe & McCrum. The present firm of John Sroufe & Co. is the lineal descendant of Sroufe & McCrum, the change in name having been made in 1890. The premises at 208-210 Market street have been occupied by the firm ever since the building was erected in 1879.

Mr. Sroufe was seventy-seven years old. In business he was noted for his straightforward methods. He disdained trickery, and his name was a synonym for honesty and square dealing. Consequently he enjoyed the personal esteem of all with whom he had business associations. His career was successful in worldly matters. The whole estate was devised to his wife, Zelda Sroufe, who, with four married daughters, survives him. In his will, Mr. Sroufe said

he purposely omitted bequests to his children for the reason that he knew his wife would treat them justly. Mr. Sroufe took a deep interest in the affairs of this city and State, but always declined to accept office.

The business of John Sroufe & Co. will be continued as heretofore, without interruption, under capable management.

George L. Carroll.

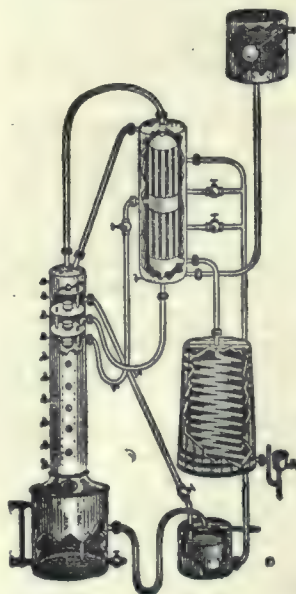
ON the last day of June, George L. Carroll, who was connected with the liquor business in San Francisco for about fifteen years, died at his residence, 214 Haight street, city. Mr. Carroll was until some three years ago the principal member of the firm of Carroll & Carroll, of this city. After severing his connection with that firm, he formed the Carroll Distilling Company, of which he was president. This business he carried on for about twelve months, when, owing to ill-health, he retired from active pursuits. Some years ago Mr. Carroll had a paralytic stroke, from the effects of which he afterward always suffered. He went to Europe to consult the best doctors, but they were unable to cure him. He was recommended to undergo trepanning for the removal of a clot of blood from the brain, but this he would not consent to do. Mr. Carroll had a small ranch at Haywards, and he spent the greater part of the day on which he died on the ranch. When he returned to his home in the evening he complained of feeling unwell, and while sitting in his chair he had the fatal stroke. After two or three hours' unconsciousness he died painlessly.

Mr. Carroll was a native of San Francisco and had been in business here since his boyhood. For years he was in the wholesale drug line on Battery street and on Front street. He was a very successful business man, and was well off at the time of his death. He leaves a widow, but no children. Mr. Carroll was forty-eight years old.

Pacific Copper Works

565-573 MISSION STREET
SAN FRANCISCO

L. WAGNER
Proprietor



This sketch represents my **LATEST IMPROVED CONTINUOUS BRANDY STILL**. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. Now in use by Eisen Vineyard Co., Fresno, Cal.; Wine-makers' Corporation, Windsor, Cal., and many others.

Further Information Given Upon Application.

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

Milwaukee Correspondence.

MILWAUKEE, Wis., July 19.—The most interesting news of the brewing trade this month is the announcement of the large brewing companies of this city, St. Louis, Cleveland and one or two other cities, that the one-eighth beer keg is to be abolished. This step is taken after careful consideration. For some time there has been a vigorous discussion among the leading brewers of the Central West over the advisability of taking this step, and the leading concerns were more favorable to the proposed action than were the smaller ones. Among the large breweries which have finally agreed to wiping out the one-eighth package are: The Pabst and Schlitz Brewing Companies, Milwaukee; Anheuser-Busch and Lemp Brewing Companies, St. Louis and the Gund Brewing Company, La Crosse. Others will follow the example.

This action will be regretted by the men who manufacture and sell beer stock, the men who make the staves and headings for the kegs. It will cut heavily into their business.

A round of the local wholesale and jobbing houses, where quantities of wine and other goods are handled, brings the information that there are good sized stocks of California wines and brandies held in Milwaukee, and that the wholesale business this summer has been very good. Notwithstanding this has been a dull season in most lines, the liquor trade has not been unfavorably affected. The retail men have had a busy season, and there is no likelihood of any decrease in the demand for cool drinks for hot throats.

W. P. de Vore, a mining operator of Southeastern Ohio, and a man who has vast property interests, was a visitor in Milwaukee a few days ago, and in conversation with our correspondent, said:

"My home city, Cambridge, is the largest town in Ohio where there are no saloons. This is strange from the fact that it is a manufacturing city, and also the county seat of one of the leading mining counties of the State. The anti-saloon people have a surface victory, only, and the city is suffering from the fight. Everybody knows that when a person wants a drink he is going to have it, and this idea of shutting up the saloons is the worst thing that can happen to a place. But, on the other hand, the saloon men are about as much to blame as the temperance people. In

the first place, had they not been constant violators of the law there would have been no crusade against them. They had good business, but they thought they owned the place and the result was that they were cleaned out in two elections. I believe the city of Cambridge would be vastly better off if the saloons were open and if they were conducted somewhat after the order of those you have in Milwaukee, where a saloonkeeper is not compelled to turn the key in his door from one year's end to the other, and still there is no disorder. It isn't the orderly places that there is trouble over, it is always the dives which make the decent keepers suffer."

A. E. Bielfeld, manager of the foreign department of one of the big breweries, is visiting in Milwaukee. He has won considerable reputation as a "fish story" teller, but he worked one off the other day that puts all former efforts in the shade. He pulled from his pocket a letter in which was a clipping from a Glasgow paper, and as he handed it over he said he had received it two days ago from the Quartermaster of the United States Army, who is now in Gibraltar. The clipping read:

"A whale was killed on the shore near Alesund, Norway, last week. In its stomach was found eleven bottles, unopened, of Milwaukee beer, and a large tin of lobsters, which had evidently dropped overboard from a ship."

Mr. Bielfeld continued:

"The letter explained that the writer had made the acquaintance of Capt. Knudson, of the steamer Bergen, who was present when the whale was caught, and who said the beer came from our brewery and vouched for its flavor, for as the letter said, he opened several of the bottles to 'test' their contents.

"It seems an untimely end for a whale to be killed with such good things undigested inside of him, and it may be that the tin of lobsters is partially responsible. I am more inclined to believe, however, that the whale died of grief because it was unable to get at the contents of the bottles, having forgotten to open them before they went inside. The next time I get such a customer on my list I intend to send a corkscrew and complete directions with the consignment and avoid complications."

Mr. Bielfeld now offers to procure affidavits from interested parties.

The largest consignment of French champagne in its history reached Milwaukee the past week and was taken to a cold storage warehouse. The consignment consisted

AMERICAN BRANDY

FINEST IN THE WORLD. WHY? BECAUSE GRAPES ARE CHEAPER THAN CHEMICALS IN THIS COUNTRY; *Consequently it Does Not Pay to ADULTERATE.*

THE KIRBY DISTILLING CO. INCORPORATED Fowler, Fresno Co., Cal.

Makes a Specialty of PURE BRANDY, and making NO WINES, has NO WASH OR SOUR WINE TO PUT INTO BRANDY.

OUR STILLS ARE KNOWN AS NUMBERS 263 OR 357 FIRST DISTRICT, CALIFORNIA

These Numbers ARE BURNED on the GOVERNMENT or STAMPED HEAD of EVERY PACKAGE, there being No Other Genuine "KIRBY BRANDY."

Sold Only in Carload Lots to the Trade.

Correspondence Solicited.

of 150 dozen quarts and 500 dozen pints, and the total amount of duty paid was \$3,200.

The Schlitz Brewing Company will build a \$30,000 beer depot in Omaha.

G. I. Gibson, of St. Louis, who is visiting in the city, in talking to a crowd of newspapermen in the lobby of one of the local hotels, said: "Brewers and others interested in the liquor traffic may say the prohibitionists are playing a steadily losing game and that the recent findings of scientists show that the moderate use of liquor is beneficial. The reports of the findings of a commission of fifty scientists has been published and it is claimed it proves the error of the supposition that abstinence insures good health. They claim that statistics show that the diseases ascribed to the drinking habit, as rheumatism, indigestion, nervousness, are represented among abstainers with a much higher percentage than those among moderate drinkers. The most remarkable observations are in reference to mental derangements. The statistics, as shown by the commission, show about 39 per cent of insane people were abstainers and 16 per cent drinkers, and in the latter class there were other causes co-operating."

"Comparatively few persons know of the existence of the great wine producing center, comprising the group of islands off the western shore of Lake Erie," said John I. Kugler, Sandusky, O., to your correspondent. "Wine was made from these vineyards before the value of the Califor-

nia grape was known, and before wine was made from it. Of course some kinds of the latter excel the product of the grape grown on the Erie islands, but fine Delaware, Concord and Malaga grapes are produced there and make better wine than can be secured from any of the inland vineyards. Some of the varieties are Riesling, Catawba, Hock, sherries and the best domestic champagnes."

W. R. ANDERSON.

The St. Louis Exposition is now receiving its proper share of the world's attention. The attendance since the beginning of June is far in excess of that at the Chicago Fair for the same period and according to present indications the Louisiana Purchase Exposition will go down into history as a huge success. As usual at such expositions the crowds have singled out certain exhibits as deserving of special attention and the average visitor does not consider his sightseeing complete without having taken them in. There are several of these specially interesting places at St. Louis, but chief among them stands without question, the Sunny Brook Distillery near the Agricultural Building. This exhibit, showing an old-style distillery in full operation, is undoubtedly attracting more attention than any other individual exhibit on the grounds. The bark-covered log house is crowded with visitors from morning till night who view with pleasure the interesting process of converting the golden grain into Sunny Brook whisky. Able demonstrators explain all details and a special force takes pains to see that all comers, especially liquor dealers, receive a warm welcome.

**There
They
Are**



Eagle Maraschino Cherries (VICTOR)
THE VERY BEST

EAGLE LIQUEUR DISTILLERIES

RHEINSTROM BROS., Cincinnati

SAN FRANCISCO OFFICE
125 MISSION STREET



Gilroy to Have Big Winery.

GILROY, July 23.—W. B. Rankin of Los Gatos, representing the California Wine Association, completed arrangements to-day for the erection of a big winery at Gilroy which will cost in the neighborhood of \$35,000. During the past week he has made contracts with all of the leading producers for a five-year basis at \$16 a ton for Zinfandel and an advance for Cabernet and other choice varieties.

Henry Miller, the largest grower here, has signed for his crop which last year amounted to 670 tons and which will be considerably more this year. Mr. Miller has also agreed to lease a site for the winery and has offered the choice of several locations, the one most favored by Rankin being a tract of land north of town just outside the city limits. A ten-car spur track will be built and everything will be in readiness to handle the season's crop, which it is estimated will be about 3,000 tons.

The reason given by Mr. Rankin for locating a winery at Gilroy is because this is the only section in the county where the vines are healthy and where the volume of the tonnage is sufficient to justify such a large expenditure. Grape growers are much pleased over the prospect of securing a home market. Heretofore nearly the entire output of this vicinity was shipped away requiring much work in the handling. Growers will now be able to place their grapes in boxes, make delivery to the winery and return home with the empties.

Work on the new winery north of Selma is progressing satisfactorily and the larger buildings are now in course of construction. The winery is being erected by the California Grape Growers' Association, and it represents an investment of between \$25,000 and \$30,000. The capacity of the winery and distillery will be large, as between 4,000 and 5,000 gallons of brandy will be made daily when in full operation. George Wells is general superintendent of the work and Dan Ellis supervising architect.

New Winery at Healdsburg.

G. SIMI, the well-known Healdsburg winemaker, has awarded the contract for the erection of a new wine cellar to Contractor P. Maroni of Santa Rosa. The cellar capacity will be eighty-five by eighty-five feet and two stories high. Mr. Maroni will begin work as soon as possible on the contract. The building will be an attractive one and will assist materially in caring for the large vintage of the present season.

Local grape growers are almost certain to receive \$15 a ton for their wine grapes f. o. b. in Galt this season.

San Francisco and San Jose winemakers are already making overtures on these figures to the growers for their crops.

Well, \$15 a ton is a pretty good price for wine grapes and our viculturists will make big money at these rates. Pete Denevi expects a yield of twenty tons and over to the acre on a small vineyard near Galt, and when a grape grower receives as high as \$300 an acre for his season's products, he is certainly in a fair way to make money.—*Galt Gazette.*

Stauffer Chemical Co. Improvements.

THE Stauffer Chemical Co., whose works are located at Stege, Cal., is preparing for an active season during the next few months. It has ordered new mechanical boilers from Europe, is installing a new acid chamber 110 feet long, thirty feet wide and forty feet in height, and is making other changes and improvements whereby the capacity will be increased one-half, and several grades of Venetian red and metallic paints are to be manufactured.

LASH'S BITTERS
TONIC LAXATIVE

Wine Making Machinery**FRANK C. BIRCH**

Mechanical and
Consulting Engineer

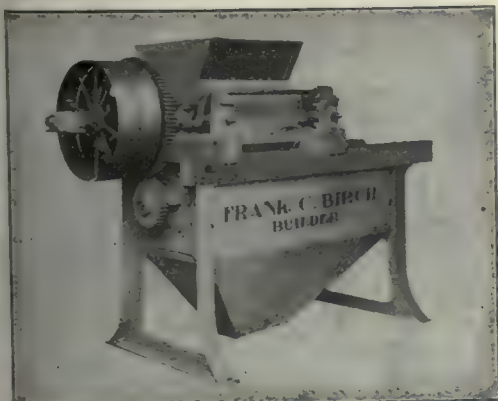
519 Mission Street, Merle Bldg., S. F.

Manufacturer of All Kinds of

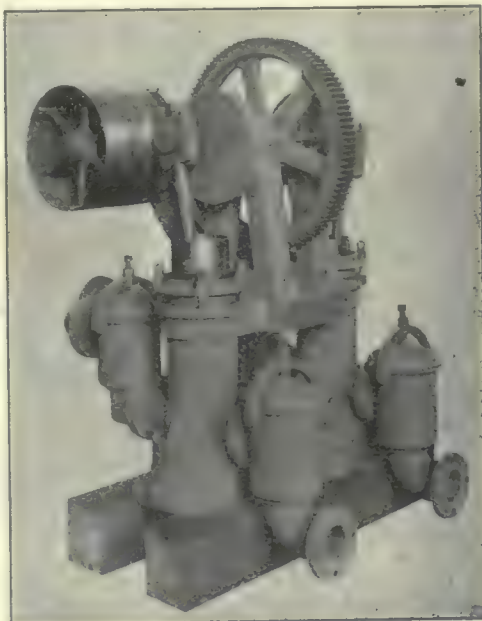
WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



CRUSHER



MUST PUMP

TRADE OF THE HALF YEAR, 1904.

HEREWITH is presented the regular semi-annual figures of exports and imports by sea for the six months ending June 30th, 1904, accompanied by the comparative figures of previous years. The total value of all exports by sea was \$1,348,749. This shows that the shipment of liquors from this port has held up well, although there has been no sensational increase. The value of the exports by sea during the first half of 1903 was \$1,335,631. The difference, therefore, was about \$13,000 in favor of the six months just closed. Wine exports show scarcely any variation, the values indicating a reduction of a little over \$5,000. Brandy exports have kept up well, amounting in value to \$20,442, as against \$20,032 in the first half of 1903. Whisky exports, which fell off in the first six months of 1903, as compared with the same period of 1902, have picked up again. There were exported 9,304 cases and 33,222 gallons bulk, valued at \$118,969. For some unexplained reason beer exports have fallen back more than 50 per cent., being worth \$55,382 in the first half of this year as against \$114,863 in the same period last year. Miscellaneous exports increased largely, being by far the best in five years.

Among the imports, whisky showed an increase of more than 50 per cent. in case goods, while the bulk shipments to this port fell away in a surprising style. Practically the same thing may be said of imported wine—a big increase in cased wines and a general reduction in goods in barrels and casks. The brandy imports were the largest in five years. Gin has been coming to this port in increasing quantities for some years past. The showing for the first six months of the current year is nearly a third greater than for the similar period of 1903. The champagne importations by sea were merely nominal, but vermouth showed a healthy rise—12,350 cases and 105 casks as against 7,037 cases in the first half of last year. The imports of ale, beer, and stout, were the heaviest in five years. The details follow:

EXPORTS OF WINES.

(BY SEA.) First six months ending June 30, 1904.			
Destination.	Cases.	Gals. Blk.	Value.
To British Columbia....	205	12,819	.....
" Central America.....	505	96,446	.....
" China.....	28	16,671	.....
" Hawaiian Islands.....	749	258,868	.....
" Japan.....	55	25,198	.....
" Mexico.....	480	60,633	.....
" New York (via Panama and Horn)...	2	2,354,370	.....
" Philippine Islands....	200	1,587	.....
" South America.....	4	7,740	.....
" Tahiti.....	.....	20,681	.....
" Alaska.....	280	4,888	.....
" All other countries...	40	47,896	.....
Total.....	2,498	2,907,747	\$1,069,793
Total first six mo. 1903..	2,377	2,961,238	1,075,456
" " " " 1902..	2,584	3,329,770	1,172,138
" " " " 1901..	4,450	2,527,962	865,516
" " " " 1900..	3,716	2,831,021	.....

*Wine to Hawaii month of June, 1902, only.
†Does not include exports to Hawaii.
‡Valuations were not obtainable.

EXPORTS OF BRANDY.

(BY SEA.) First six months ending June 30, 1904.			
Destination.	Cases.	Gals. Blk.	Value.
To Alaska.....	22	527	.....
" British Columbia.....	5	.....	.....
" Central America.....	19	57	.....
" China.....	110	137	.....
" Hawaiian Islands.....	186	216	.....
" Japan.....	8	9	.....
" Mexico.....	63	458	.....
" New York (via Panama and Horn)....	.....	1,541	.....
" London.....	.....	16,710	.....
" All other countries...	10	1,157	.....
Total.....	423	20,807	\$20,442
Total first six mo. 1903..	231	23,699	20,032
" " " " 1902..	135	2,246	4,458
" " " " 1901..	231	17,337	18,494
" " " " 1900..	3,314	28,060	.....

*Brandy to Hawaii month of June, 1902, only.
†Does not include exports to Hawaii.
‡Includes exports to Hawaii, but valuations were not obtainable.

EXPORTS OF BEER.

(BY SEA.) First six months ending June 30, 1904.			
Destination.	Pkgs. Bot'd.	Pkgs. Blk.	Value.
To Alaska.....	120	70	.....
" Central America.....	552	46	.....
" China.....	650	717	.....
" Hawaiian Islands....	1,938	2,594	.....
" Japan.....	65	.....	.....
" Mexico.....	68	10	.....
" Philippine Islands....	902	.....	.....
" Tahiti.....	36	53	.....
" All other countries...	123	1	.....
Total.....	4,454	3,491	\$55,382
Total first six mo. 1903..	15,748	.....	\$114,863
" " " " 1902..	12,948	335	111,823
" " " " 1901..	15,096	167	127,187
" " " " 1900..	18,231	3,184	.....

*Beer to Hawaii month of June, 1902, only.
†Does not include exports to Hawaii.
‡Includes exports to Hawaii, but valuations were not obtainable.

EXPORTS OF WHISKY.

(BY SEA.) First six months ending June 30, 1904.			
Destination.	Cases.	Gals. Blk.	Value.
To Alaska.....	344	9,171	.....
" British Columbia.....	267	165	.....
" Central America.....	1,787	2,647	.....
" China.....	1,217	995	.....
" Hawaiian Islands....	2,213	18,112	.....
" Japan.....	157	305	.....
" Mexico.....	1,990	976	.....
" Philippine Islands....	1,136	791	.....
" South America.....	30	50	.....
" All other countries...	163	.....	.....
Total.....	9,304	33,222	\$118,969
Total first six mo. 1903..	7,067	19,541	77,464
" " " " 1902..	9,328	10,586	75,280
" " " " 1901..	27,482	18,490	198,132
" " " " 1900..	13,038	578,027	.....

*Whisky to Hawaii month of June, 1902, only.
†Does not include exports to Hawaii.
‡Valuations were not obtainable.

IMPORTS WINES, WHISKIES

(BY SEA.)

First six months ending June 30th.

ALE, BEER AND STOUT.

	Cases.	Bbls.	Csks.	Hhd.	½ bbls.	¼ bbls.	skt.
In 1904.....	2,785	2,846	194	25	2	5	1
" 1903.....	2,037	578	56	.....	.....	.....	.....
" 1902.....	2,335	69	100	.....	.....	.....	.....
" 1901.....	2,807	2,129	205	.....	.....	.....	.....
" 1900.....	2,081	20	646	20	.....	.....	.....

BRANDY.

	Cases.	Bbls.	Csks.	Oct.	½ bbls.	Qr
In 1904.....	1,773	0	57	25	3	.....
" 1903.....	1,594	18	78	.....	.....	.....
" 1902.....	848	.....	18	15	.....	.....
" 1901.....	1,176	21	374	10	.....	.....
" 1900.....	1,239	109	35	.....	.....	.....

BITTERS.

	Case
In 1904.....	70
" 1903.....	81
" 1902.....	3
" 1901.....	2
" 1900.....	1,3

CHAMPAGNE.

	Case
In 1904.....	.....
" 1903.....	.....
" 1902.....	.....
" 1901.....	No Receipt
" 1900.....	1,3

GIN.

	Cases.	Bbls.	Csks.	Oct.	Pip.
In 1904.....	6,761	.....	25	5	.....
" 1903.....	4,388	.....	12	103	.....
" 1902.....	2,144	.....	13	5	.....
" 1901.....	2,665	.....	.....	75	.....
" 1900.....	1,730	35	140	88	.....

LIQUORS.

	Cases.	Bb
In 1904.....	275
" 1903.....	120
" 1902.....	705
" 1901.....	1,074
" 1900.....	3,795

MINERAL AND APOLLINARIS WATER.

	Cases.	Bbls.	Cs
In 1904.....	6,131	105	.....
" 1903.....	4,740	100	.....
" 1902.....	1,880	115	.....
" 1901.....	2,594	425	.....
" 1900.....	3,763	617	.....

SPIRITS.

	Cases.	Bbls.	Cs
In 1904.....	1,279	.....	.....
" 1903.....	389	2	.....
" 1902.....	100	.....	.....
" 1901.....	3,448	.....	.....
" 1900.....	1,462	181	.....

WINE.

	Cases.	Bbls.	Csks.	½ Csk	Oct	½ Oct	Kgs
In 1904.....	2,642	48	176	.....	69	.....	.....
" 1903.....	1,547	129	382	.....	65	.....	.....
" 1902.....	1,835	47	86	106	126	.....	.....
" 1901.....	901	139	89	7	134	2	10
" 1900.....	2,346	478	98	.....	212	.....	.....

4 butts and 2 mediae.

WHISKEY.

	Cases.	Bbls.	Csks.	Oct.	Hhd.	Cs
In 1904.....	5,519	196	388	69	.....	.....
" 1903.....	2,085	5,756	22	47	1	.....
" 1902.....	3,814	930	31	173	1	.....
" 1901.....	2,879	2,781	42	115	2	.....
" 1900.....	5,469	532	7	141	7	.....

VERMOUTH.

	Cases.	Bbls.	Csks.
In 1904.....	12,350	.....	105
" 1903.....	7,037	4	.....
" 1902.....	6,279	.....	1
" 1901.....	8,537	.....	.....
" 1900.....	8,390	.....	.....

GENERAL MISCELLANEOUS IMPORTS.

n 1904—	Cases.	Bbls.	Csks.	Oct.	½ bbl.	Hhd.
Absinthe.....	1,576					
Benedictine.....	110					
Amer. Picon.....	225					
Cognac.....	132	5	10	10		
Cordials.....	1					
Fernet.....	250					
Fruit Juice.....		51				
Ginger Ale.....	60	370			5	
Liqueurs.....	744					
Kirsch.....	20					
Lum.....				15		
Syrups.....		75				
Total.....	3,118	461	10	25	5	
" 1903.....	3,324	340	8	20		
" 1902.....	2,039	275	5	15		
" 1901.....	1,645	3	5		5	
" 1900.....	3,340	315	82			

GIN.

In 1904.....	Cases.	Bbls.	Hf. Bbls.	Kgs.	Gals.
" 1903.....	347	2	4		1,190
" 1902.....	421	49			
" 1901.....	201	1	1	1	

GINGER ALE.

In 1904.....	Cases.	Bbls.	Hf. Bbls.	Csks.	Gals.
" 1903.....	513	39	10	261	315
" 1902.....	85	3		3	
" 1901.....	72	11		50	

LIQUORS.

In 1904.....	Cases.	Bbls.	Gals.	Kgs.	Csks.
" 1903.....	790		883	1	
" 1902.....	1,876	59		10	
" 1901.....	4,889		1,828	6	

MINERAL WATERS.

In 1904.....	Cases.	Bbls.	Csks.	Gals.
" 1903.....	1,663	22		62
" 1902.....	1,131	123		
" 1901.....	1,002		100	

EXPORTS MISCELLANEOUS.
WINES AND LIQUORS.

(BY SEA.)

First six months ending June 30.

ALE, PORTER AND STOUT.

n 1904.....	Cases.	Bbls.	Csks.	Gals.
" 1903.....	71		2	174
" 1902.....	30			
" 1901.....	27	1	1	

BITTERS.

n 1904.....	Cases.	Gals.
" 1903.....	109	1,518
" 1902.....	50	
" 1901.....	97	

BLACKBERRY BRANDY.

n 1904.....	Cases.	1 l	Gals.
" 1903.....	13	1	62
" 1902.....	25	10	
" 1901.....	360	1	10

CHAMPAGNE.

n 1904.....	Cases.	Gals.
" 1903.....	130	
" 1902.....	351	
" 1901.....	153	

SPIRITS.

In 1904.....	Cases.	Bbls.	Hf. Bbls.	Gals.
" 1903.....	11,020	39	1	12,158
" 1902.....	40	139		
" 1901.....	21	20		9,548

VERMOUTH.

In 1904.....	Cases.	Bbls.	Hf. Bbls.	Kgs.	Octvs.	Gals.
" 1903.....	261		2	1		275
" 1902.....	124	20		11	1	
" 1901.....	125	3	1	9		

GENERAL MISCELLANEOUS.

In 1904—	Cs.	Bbls.	Hf. Bbls.	Csks.	Oct.	Hhd.	Gals.	Kgs.
Absinthe.....	25							
Ale.....	50			2			93	
Alcohol.....	716	730	2				89,775	2
Aquadiente.....	30	20					449	
Amer. Picon.....	5							
Cherries in M.....	54							
Cider.....	93	15		3		9		
Cordials.....	29						50	

Cocktails.....	45							
Cognac.....	146	1	1				203	13
Fruit Juice.....	340	2						4
Malt Ext.....	65	2		20				
Port Wine.....					10			
Rum.....	7						260	
Soda Water.....	54							
Syrups.....	223						4	
Sarsaparilla.....		6					15	
Liqueurs.....	197						89	
Tonic Wine.....	12							
W'd Alcohol.....	19	6					17,185	

Total...	2,080	792	23	25	10	9	108,122	19
1st 6 m. 1903	424	23			2			
" " 1902	429	16			3		200	

Grand total exports of miscellaneous wines and liquors first six months ending June 30, 1904: 16,997 cases, 595 bbls., 40 hf. bbls., 288 csks., 124,759 gals., 21 kegs, 10 octvs., 9 hhd., valued at \$84,163.

First six months ending June 30, 1903, were: 4,540 cases, 452 packages bulk, valued at \$47,815.

*First six months 1902: 7,376 cases, 225 packages bulk, 11,586 gallons, valued at \$47,406.

†First six months 1901: 7,894 cases, 466 packages bulk, 30,850 gallons, valued at \$52,581.

‡First six months 1900: 2,271 cases, 5,943 packages bulk, 15,125 gallons, valued at \$59,933.

*Includes Hawaii, month of June, 1902, only.

†Does not include exports to Hawaii.

‡Includes exports to Hawaii, but valuations were not obtainable.

Six Months' Wine and Brandy Receipts.

Receipts of wine and brandy from interior cellars during the six months from January 1st to June 30, 1904, totaled: Wine, 9,110,681 gallons; Brandy, 161,590 gallons.

For the first six months of 1903 they were: Wine, 7,780,283 gallons; Brandy, 246,560 gallons.

Popular Moet and Chandon.

ON January 27th, 1904, at a dinner given by the Business Men's League at the Mercantile Club, St. Louis, at which 129 representatives of railroads all over the country were present, "White Seal" was served.

Thirty-eighth annual dinner of the Harvard Club of New York City, Wednesday evening, January 27th, at Delmonico's, New York, Moet & Chandon Brut Imperial was served.

Dinner in honor of James C. Armstrong, January 23d, at the Hotel St. Nicholas, Moet & Chandon Brut Imperial was served.

Dinner given by the Gridiron Club, at the Arlington Hotel, Washington, D. C., January 30th, Moet & Chandon Imperial Brut served.

Banquet in honor of the sixty-fourth anniversary of the birth of William McKinley, given by the Tippecanoe Club of Cleveland, at the Hollenden Hotel, that city, January 29th, "White Seal" was served.

Annual dinner of the Second Panel Sheriff's Jury, January 28th, at Delmonico's, New York, Moet & Chandon "White Seal" and Brut Imperial served.

Dinner tendered by the Lotos Club of New York to Sir Henry Mortimer Durand, British Ambassador to this country, on Saturday evening, January 30th, Moet & Chandon Brut Imperial was served.

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER

A. FINKE'S WIDOW
CHAMPAGNES

809 MONTGOMERY STREET

TELEPHONE RED 161

CABLE ADDRESS: FINKE

San Francisco, Cal.



Internal Revenue and Customs Rulings.

(T. D. 25418.)

Wines, liquors, etc.

If it is satisfactorily shown that the difference between the quantity as shown by the gauge and the invoice quantity of wines, liquors, cordials, or distilled spirits is due to natural causes, such as evaporation or absorption, or that the gauged quantity, being less than the quantity stated on the invoice, was, in reality, the quantity shipped, and that the apparent shortage was not due to either breakage, leakage, or damage, an allowance should be made therefor.

TREASURY DEPARTMENT, June 25, 1904.

Sir: The Department is in receipt of your letter of the 20th instant, concerning the difference of opinion among the customs officers at your port as to the application of the opinion of the Solicitor of the Treasury in regard to the leakage of wines, liquors, cordials, or distilled spirits, promulgated in T. D. 25302 of May 21, 1904.

The gauger at your port states that the ordinary outages, or outages from natural causes, are as follows: 15 to 25 gallon casks, $\frac{1}{2}$ to 1 gallon; 25 to 60 gallon casks, 1 gallon to $1\frac{1}{2}$ gallons; 60 to 100 gallon casks, $1\frac{1}{2}$ gallons to 3 gallons; 100 to 175 gallon casks, 2 gallons to 4 gallons.

It appears that in some cases the outages exceed the foregoing quantities, particularly in the case of Scotch whiskies, but that there is no evidence, from the appearance of the casks or transportation papers, that the outages are caused by leakage, and that, in many instances, no invoice quantity is given.

You request instructions from the Department as to the practice to be pursued in such cases.

According to the opinion of the Solicitor of the Treasury, above referred to, no allowance can be made for leakage of wines, liquors, cordials, or distilled spirits from a cask prior to importation, for the reason that paragraph 296 of the present tariff act provides that there shall be no constructive or other allowance for leakage, breakage, or damage, and as the Department is desirous of having the matter finally adjudicated, you will make no allowance in such cases pending a judicial determination of the matter. In the meanwhile, you will advise importers to protect their rights by protest, under section 14 of the act of June 10, 1890.

But if it is satisfactorily shown that the difference between the quantity as shown by the gauge and the invoice quantity is due to natural causes, such as evaporation or absorption, or that the gauged quantity, being less than the quantity stated on the invoice, was, in reality, the quantity shipped, and that the apparent shortage was not due to any of the three causes mentioned in the statute, the Department is of the opinion that an allowance may be made therefor and duties assessed upon the net quantity, as returned by the gauger, inasmuch as the inhibition in paragraph 296 of the existing tariff act is confined to allowance for breakage, leakage, or damage.

You will be governed accordingly.

Respectfully,

(14251.)

Collector of Customs, Chicago, Ill.

C. H. KEEP,

Assistant Secretary.

(807.)

Alcoholic compounds—Fruit juices.

Alcoholic compounds called fruit juices cannot be lawfully manufactured for sale, whether for flavoring purposes or for any other use, except under the special-tax stamp of a rectifier; and the package sent out must be duly stamped.—Fortified sweet wines must not be used in compounding.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., July 11, 1904.

Sir: Your letter of the 7th instant has been received, stating that you contemplate engaging in the manufacture of "fruit juices which are to be sold to the liquor trade for blending purposes," and that your "formula calls for various California sweet wines with the addition of some tax-paid brandy for flavoring purposes."

In reply to the inquiry which you make, you are hereby informed that under the internal-revenue laws of the United States the fruit juices thus manufactured are compound liquors, and that you can not engage in the business of making them for sale, whether for "blending purposes" or for any other purposes, without being regarded as a rectifier and being required to pay special tax accordingly under the third subdivision of section 3244, Revised Statutes of the United States; and, further, that fortified sweet wines can

not be permitted to be used in compounding "fruit juices" for the reason that under the law relating to fortification of pure sweet wines tax has not been paid on the brandy contained therein.

As to the alcoholic compounds called "fruit juices," for the manufacture of which for sale you must hold the special-tax stamp of a rectifier, it is required by the internal-revenue laws that you put up these compounds in packages to which must be affixed the proper rectifier's stamp.

Respectfully,

JOHN W. YERKES,

Commissioner.

Mr. _____

(808.)

Spirits bottled in bond.

Cases of whisky bottled in bond should be entered on book, Form 52, by wholesale liquor dealers when received or sent out by them.

TREASURY DEPARTMENT,

OFFICE OF COMMISSIONER OF INTERNAL REVENUE,

Washington, D. C., July 12, 1904.

Sir: This office is in receipt of a letter dated the 7th instant from _____, submitting the following inquiry:

Is a wholesale dealer required, under the existing regulations of the Internal Revenue Department, to enter on Form 52 kept by him any and all cases of whisky bottled "in bond," under act May 3, 1897, received from distillers or other wholesale liquor dealers?

For reply to their inquiry, _____ have been referred to you, and you will please inform them that the regulations on page 17 of No. 23 provide that at the time when spirits which have been bottled, stamped, and cases are removed from distillery premises, full and complete record shall be made thereof on Book 52c. While the regulations do not specifically require that the cases shall be taken up on Book 52 by the dealer on whose premises they are received, the requirements of section 3318, Revised Statutes, as amended, are such as to require such action, as well as the appropriate entry if the case is again sent out by the dealer. In other words, a case of distilled spirits bottled in bond under the act above referred to is regarded as a package, the possession and identity of which should be capable of being traced by appropriate entries on Book 52.

Respectfully,

JOHN W. YERKES, Commissioner.

Mr. E. T. FRANKS, Collector Second District, Owenboro, Ky.

(T. D. 25442—G. A. 5736.)

Liqueurs—German and Italian reciprocity treaties.

Under the terms of the reciprocity treaties with Germany (31 U. S. Rev. Stat., 1978; T. D. 22353) and Italy (31 U. S. Rev. Stat., 1979; T. D. 22373), cordials and other spirituous beverages of the kind described in paragraph 292, tariff act of 1897, are entitled to entry at \$1.75 per proof gallon, instead of at \$2.25 per proof gallon as prescribed in said paragraph 292.—United States v. Wile, decided by circuit court of appeals, second circuit, April 15, 1904 (T. D. 25223), not yet officially reported, followed.

United States General Appraisers, New York, June 30, 1904.

In the matter of protests 76351 f, etc., of W. H. Moehring & Co. et al against the assessment of duty by the collector of customs at the port of New York.

Before Board 3 (WAITE, SOMERVILLE and HAY, General Appraisers; signed by LUNT and SOMERVILLE, G. A.).

SOMERVILLE, General Appraiser: The importations covered by these protests consist of cordials and other spirituous beverages, including bitters, some of which were produced and imported from Germany, while others are the product of Italy and were exported from that country. Each of the importations was made since the ratification and promulgation of certain reciprocity treaties between the United States and those countries. The German reciprocity treaty was promulgated on July 13, 1900, and is found in volume 31 of United States Revised Statutes, page 1978 (also T. D. 22353). The Italian reciprocity agreement was promulgated on July 18, 1900, the terms of which are published in volume 31 of United States Revised Statutes, page 1979 (also T. D. 22373). The merchandise covered by these protests was assessed for duty under paragraph 292 of the present tariff at \$2.25 per gallon, which paragraph reads as follows:

292. Cordials, liqueurs, arrack, absinthe, kirschwasser, ratafia, and other spirituous beverages or bitters of all kinds, containing spirits, and not specially provided for in this Act, two dollars and twenty-five cents per proof gallon.

The importation having been made after these treaties went into effect, it is claimed that the goods are dutiable pursuant to the terms thereof at the reduced rate of \$1.75 per proof gallon as "brandies or

other spirits manufactured or distilled from grain or other materials." The question presented is similar to that passed on by the circuit court of appeals in *United States v. Wile* (T. D. 25223), which affirmed a decision of the Board in *re Chapuis*, G. A. 4736 (T. D. 22401), which passed upon an importation of certain cordials and other spirituous beverages imported from France. The terms of the Italian and German reciprocity treaties, so far as these protests are concerned, are precisely the same as those which are found in the French reciprocity treaty, each one reducing the rate of duty on "brandies or other spirits manufactured or distilled from grain or other materials" to \$1.75 per proof gallon. It was held by the court that cordials and other spirituous beverages of the kind enumerated in said paragraphs 292 were entitled to the benefits of the reduction.

The protests making this claim are sustained, and the decision of the collector is reversed in each case, with instructions to reliquidate the entries so as to admit to the benefits of the above-mentioned treaties all goods returned as cordials or other spirituous beverages of the kind described in said paragraph 292.

(T. D. 25441—G. A. 5735.)

Adhesive paper with metal appliance.

Adhesive paper imported in small rolls having a metal attachment or appliance to keep same in shape, and having a cutter to be used in cutting off the paper in required sizes, is not dutiable as paper not specially provided for in paragraph 402, act of July 24, 1897, but is dutiable as manufactures of paper under paragraph 407 of said act.

United States General Appraisers, New York, June 30, 1904.

In the matter of protest 112869 of the American News Company against the assessment of duty by the collector of customs at the port of New York.

Before Board 2 (FISCHER, HOWELL and DE VRIES, General Appraisers).

FISCHER, General Appraiser: The merchandise in question consists of so-called adhesive paper which is imported in rolls about 1 inch in diameter and one-half inch in width. Each roll has a metal attachment or appliance intended to keep the same in shape, and

having a cutter to be used in cutting off a piece of the paper to any desired size. The local appraiser returned the articles as manufactures in chief value of paper, and duty was assessed thereon at the rate of 35 per cent ad valorem under the provisions of paragraph 407 of the act of July 24, 1897. The importer claims that the articles are properly dutiable at the rate of 25 per cent ad valorem under the provisions of paragraph 402, as paper not specially provided for.

The importer relies upon the ruling laid down in G. A. 4837 (T. D. 22723), but we cannot see how that decision is applicable to this case. The merchandise in G. A. 4837 was gummed paper, and the Board held that it was not a manufacture of paper, but was merely a form of paper. If the merchandise before us in this case merely consisted of strips, sheets or rolls of adhesive paper, then it would clearly fall within the ruling above cited, but the article before us is of an entirely different character. It consists of rolls of paper mounted on a mechanical device intended for its manipulation and use, and as so made up it is no longer paper but an article made in part of paper. Many kinds of paper are sold in rolls on wooden spools and such merchandise is clearly dutiable as paper, but it cannot be successfully contended that if such rolls are imported attached to the metal contrivances, commonly used for holding and cutting such paper, that the entire article would be classifiable as paper.

The protest is overruled and the decision of the collector affirmed.

(804.)

Special tax—Light fermented malt liquor.

Special tax is required to be paid for the sale of the beverage called "rikk," a light fermented malt liquor, although its alcoholic strength is less than that of ordinary lager beer and it is called "non-intoxicating."

(810.)

Distilled spirits—Introduction of caraway seeds.

The introduction into the still by a fruit distilled of caraway seed as a flavoring material at the time of distillation is not permissible. The process is held to constitute rectification.

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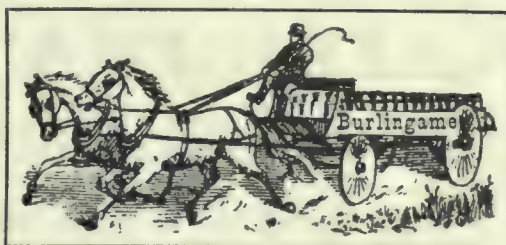
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OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., July 16, 1904.

Sir: Yours of the 11th instant is received, in regard to two packages of grape brandy produced by ——— and detained, after tax payment, because the distillers introduced caraway seed into the still at time of distillation.

You inclose a report from your deputy and a statement under oath by the manager of the wine company, in which it is admitted that when doubling the singlings he threw into the still 25 pounds of caraway seed for flavoring purposes; that this was the only instance in which he used such material, and that he did not know that his act was a violation of law.

Concerning this matter, you are advised that the position of this office in regard to the use of such flavoring material by a fruit distiller is that if it contained any spirit-producing properties its use by a fruit distiller would not be permissible. As it is understood, however, that caraway seed contains no spirit-producing properties, and its use is solely to impart a flavor by incorporating the vapor containing the flavor with the vapor from the distilled fruit, which flavor remains incorporated when the manufacture is complete, the process is held to be the production of an imitation or compound liquor, which process is defined by the statute as rectification, and therefore not permissible in a distillery.

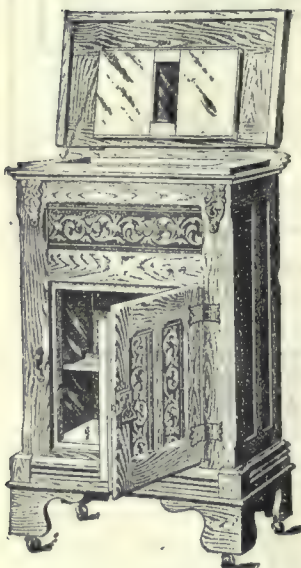
Respectfully,
Mr. G. P. WALDORF, Collector Tenth District, Toledo, Ohio.

(T. D. 25473.)
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The Crop in San Joaquin.

GRAPE prospects were never better in San Joaquin county, and in the northern end, where the majority of the vineyards are located, the growers are quite sanguine that all former records will be broken. There is much discussion as to whether or not the vineyards are infested with a peculiar disease, which is claimed by outside parties to be creating havoc with the vines. The growers are not worried about it, for as yet nothing has been discerned that would indicate any disease. Reports state that Woodbridge, where are located some of the richest and oldest vineyards in the State, is suffering from the disease, but advices from the Towne, Covell, Perrott and several other vineyards, state that the reports are not true.



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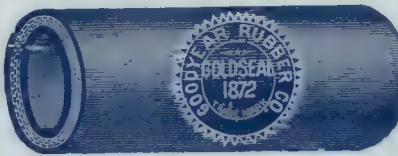
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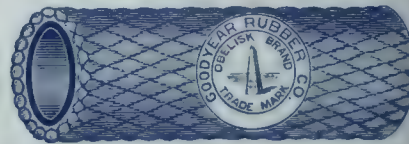
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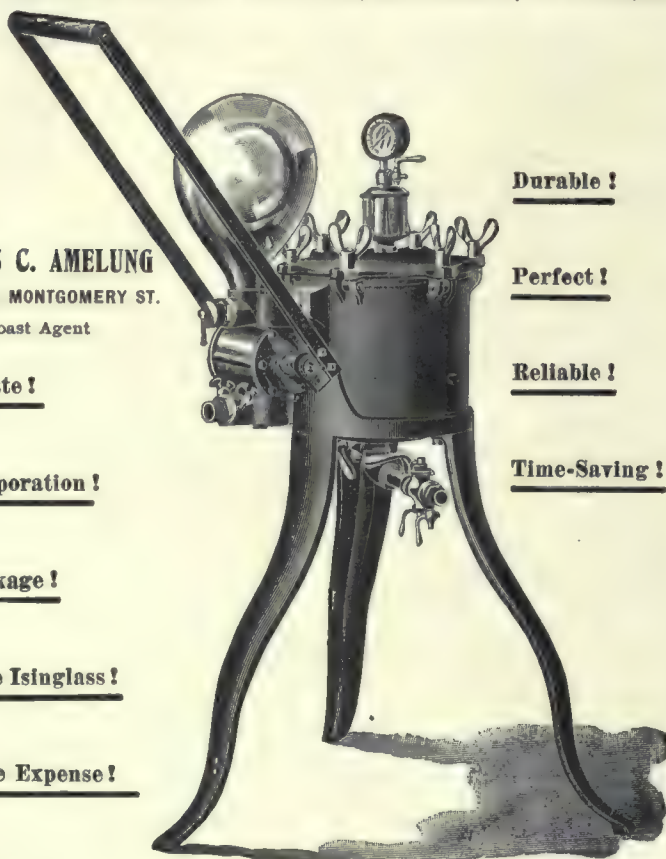
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MARKET CONDITIONS.

WINES:—The export movement of wines is featureless, the attention of buyers and merchants as well, being centered largely upon the coming vintage, and speculation regarding the prices to be paid for grapes, particularly in the San Joaquin Valley. In that section the utter failure of the raisin men to combine another year for the handling of the coming crop and the disposition of the immense hold-over stock of raisins, has brought a new element into the situation, which complicates matters greatly. Raisin men are making no offers and the wine men can get no line on their intentions. So under the circumstances responsible houses are afraid to make an open offer to take all grapes tendered, lest they be swamped, by the failure of the raisin people to handle their share of the product.

For this reason the growers are to be required to make sealed tenders of their grapes. This will enable the wine-makers to accept the best offers and will not apparently work any great hardship upon the producers.

It is stated that the terms of payment are 40 per cent cash on completion of delivery, 30 per cent February 15th, and 30 per cent June 15, 1905. It is probable that this arrangement will be completed. The hitherto unheard-of production of three large crops in succession, has made the situation difficult to handle, but there is no cause for serious worry. There will be no crash in the industry, because sufficient capital will be found to safely finance the business. In all probability, a short crop will follow in the next year as the vines will undoubtedly be too much exhausted to bear heavily next season. This will be the final solution of the present problem.

Reports from New York are that the large holders of sweet wines have finally made a concession of two-and-one-half cents. This is considered slight, however, and fully warranted, considering the holdover stocks and the approach of another big vintage. At the same time, no slump is anticipated.

Our Los Angeles correspondent reports serious loss of grapes throughout Southern California, owing to the extreme dry weather. In the irrigated vineyards, the vines are faring well. Notwithstanding this loss the crop will be quite ample in that section.

Exports during the month were nominal, the totals being 312 cases, 302,061 gallons, valued at \$104,080. For the same period last year the totals were 434 cases and 336,867, valued at \$118,088.

Imports from foreign countries by sea, were 491 cases, 33 octs., 1 butt, 40 bbls., 153 casks and 2 qr. casks.

Receipts from interior cellars aggregated 1,166,700 gallons, as against 1,149,900 gallons for the same month last year.

BRANDY:—The market remains in its normal condition with little prospect of change. There may be some speculative distilling if the price of grapes goes low, but in the past, results from similar enterprise have not always been satisfactory. Hence the bulk of the coming season's product will be made under contract for substantial houses. Exports by sea were very small, the totals being 33 cases and 476 gallons valued at \$1,431. Imports by sea were 340 cases, 2 barrels and 17 casks. Receipts from the interior were 1,950 gallons. The production in

the two districts in the month of July totalled 6295.6 tax gallons. There remained in bond in the State on July 31, 1,578,130.3 tax gallons. On the same date last year the bonded stock aggregated 1,513,958.8 tax gallons.

WHISKIES:—Up to the middle of the month the exceptional summer dullness continued on the Coast, and then a decided revival set in. In the past fortnight business has slowly improved, but collections in the country have been and are unsatisfactory. This is attributed almost wholly to the short crops.

On the other hand the export trade makes a fine showing as compared with the same period in 1903. The totals for the past month were 1,793 cases and 4,916 gallons, valued at \$18,928, against 872 cases and 3,333 gallons, valued at \$11,359. These figures speak for themselves. The exports of miscellaneous liquors were of good volume, the aggregate being 1,202 packages carrying 10,217 gallons, valued at \$10,660.

Imports during the month were heavy, the items being 2,367 cases, 406 barrels, 40 octs., 2 hhds., and 30 casks.

It is certain that the local liquor trade will be very lively during the coming month, and those in the favored sections are preparing to take advantage of the harvest. It is stated that aside from the 50,000 Knights Templar, there will be fully 60,000 visitors to the city. So we may all look forward to a merry and busy month.

IMPORTS:—The importers found business considerably improved in the latter part of August, some reporting a better trade than for the same month in 1903. A good fall trade is confidently looked for. Importations were of substantial volume. The principal items were: Whisky, 2,367 cases, 406 barrels, 40 octs., 2 hhds., 30 casks; Beer, 90 barrels, 391 cases and 20 hhds.; Gin, 1,855 cases, 25 casks, 30 octs.; Wine, 491 cases, 33 octs., 1 butt, 40 bbls., 153 casks, 2 qr. casks; Brandy, 340 cases, 2 bbls. and 17 casks; Vermouth, 2,000 cases; Fernet, 1,010; Stout, 408 bbls. and 135 cases; Liqueurs, 131 cases; Cognac, 146 cases and 1 cask; Amer Picon, 200 cases; Absinthe, 300 cases; Mineral Water, 1,550 cases.

BEER:—Trade in the interior has held up fairly well, but the exceptionally cool Summer in the city and along the Coast line, has materially reduced the volume of business. Exports by sea were ordinary, the totals being 541 bbls. bottled and 472 bbls. bulk, valued at \$8,328. Imports by sea were 90 bbls., 391 cases and 20 hhds.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of August were: Wine, 1,166,700 gallons; brandy, 1,950 gallons.

New York Wine Market.

SINCE the first of the month concessions of 2½ cents per gallon have been made by some of the distributors on sweet wines, and it is believed that this decline will serve to discourage the indiscriminate making of wines and to bring California wines nearer to the value of wines of the other parts of the country.

From all appearances the next vintage in California will

be large, yet there are many reasons why this is not likely to affect the prices to any extent, and while the above named concession will no doubt become general, it does not appear as if any further decline can be looked for.

The prices for brandies are firm, and since the distillers have abandoned making brandies which are not sold beforehand there can be no overproduction to bear on the market.

The brandy question is entirely separate from the wine question and remains chiefly in the hands of the dealers who order the brandies to be made each season.—*Bonfort's*, Aug. 10th.

"What Is Brandy?"

FOR several months past the wine and liquor trade press of England has been voluminously discussing the problem, "What is Brandy?" Under the recently enacted pure food and drugs law of that country, there have been many prosecutions for selling bogus goods of this class. The government very properly insisted that the brandy of commerce should be the product of the grape, while the defendants, backed by one of the most influential liquor trade organizations of the country, maintained that other substances could enter into the composition thereof. In other words, that cognac, for instance, need not necessarily be wholly composed of the spirit of grapes grown in the cognac district of France. The controversy is being carried on energetically, and it is safe to say that John Bull will eventually accomplish something substantial in the cause of pure liquors. This will be of great advantage to the producers of genuine brandy.

The French brandy makers, with countless millions of gallons of brandy to draw from, have allowed the fakirs of their own and other lands to force them to adulterate their own products and the result has been disastrous, not only to themselves, but to the public stomach. The bitter lesson being now learned, should be highly beneficial to all concerned.

Here in California where we have a paltry few millions of gallons of wine to handle, we make brandy such as is defined by Webster as "An ardent spirit distilled from wine." Therefore those who want the pure product of the grape need seek no further. Considering the reformation going on in England and the conditions in France, it looks as though it might be possible to largely extend the market for our brandy in the United Kingdom.

In connection with the pure food campaign in Great Britain, it may be truthfully asserted that the consumers of Scotch and Irish whiskies throughout the world, would deem it a great favor if the British investigators would definitely settle the question as to what constitutes these two beverages. Further comments along this line are unnecessary.

A Book on the Anaheim Disease.

"HOW to Make Grape Culture Profitable in California," is the title of a book just at hand, which treats principally on the California vine or Anaheim disease, its cause, nature and prevention as the paramount problem confronting the California vine grower. It also contains a good many other explanations, directions and descriptions of methods in regard to viticulture in general which cannot be found in other publications of this kind. In Chapter VI a short description of the process of hybridization is given with special reference to the creation of new

grafting stocks, best suited to California conditions, which the author thinks will be necessary "in order to continue grape culture profitably, to combine best quality with largest quantity of fruit, and so remain a ruling factor in the competition for the world's trade in table grapes, raisins and wines."

The book offers a solution of the resistant vine problem and that of adaptation and gives many practical suggestions to grape growers. It can be had from the author, Mr. H. Hoops, of Wrights, California. Price, \$2.00 postpaid.

To Test Oregon's Local Option Law.

PORTLAND (Or.), August 26.—To prevent the officers of the county from holding an election on November 8th in conformity with the local option law, which was enacted last June on the initiative of the people, Henry Weinhard, the millionaire brewer of Portland, this afternoon began a suit against Lionel R. Webster, as County Judge; F. C. Barnes and W. L. Lightner as County Commissioners, and F. S. Fields as County Clerk, alleging that the law is unconstitutional and cannot be enforced legally.

Shuts Out American Beers.

UNITED STATES Consul Louis H. Ayme, at Para, Brazil, states, in his report of January 20, 1904, forwarded to the Department of Commerce and Labor of the United States, that the new tariff on beer, which went into effect January 12, 1904, is of greatest interest to the United States. The old tariff was, in round figures, 25 cents a bottle—the new is 76 cents. Duties are calculated one-fourth in gold and three-fourths in paper.

Beer is brought into Para in cases containing four dozen bottles. During the year 1903 there were brought into Para: From the United States, 5,745 cases (275,760 bottles), containing 43,708 gallons, on which were paid \$69,862.13 in duties; from Europe, 10,084 cases (484,032 bottles), containing 76,719 gallons; from Brazil (southern States), 32,683 cases (1,568,784 bottles), containing 248,652 gallons—a total of 369,079 gallons, of which the United States furnished not quite 12 per cent.

During the past year one bottle of beer cost the retailer about 45 cents and was sold for 60 cents, iced. Under the new tariff the same beer will cost at least 96 cents, and cannot be sold profitably for less than \$1.20. This price is, of course, prohibitive, and no more beer will be imported from the United States.

At the same time the duties on hops and malt have been reduced 50 per cent.

The price of Brazilian beers has been increased 33 1-3 per cent.

The Jesse Moore-Hunt Company, 100-102-104 Davis street, are very busy people these days. The home force are kept hustling filling orders from their drummers. It is now over a quarter of a century since Jesse Moore Whiskey was first launched on this market, and its remarkable progress, as it has forged its way to the front rank, in spite of all opposition, is one of the wonders of the trade. Its success, however, may be found in the fact that it possesses true merit, without which no whiskey can gain a foothold. Jesse Moore Whiskey has stood the test, and has established a record of sales unexcelled by any whiskey sold on this market.

California Viticultural Club Holds Annual Meeting

THE practical value of such an institution as the California Viticultural Club was very strikingly manifested in the first annual meeting of the Club, held in the Mechanics' Institute on the 1st and 2d inst. A number of papers of the greatest worth were read and the large number of viticulturists present were able to exchange ideas and experiences on matters of mutual concern. Many expressed the opinion that in the two days' deliberation they had gained more solid information on the treatment of diseased vines and on matters pertaining to vineyard management than would have been possible in the same period in any other way. Mr. John Swett of Martinez, the President, made a capable chairman during the whole of the meeting. Amongst others who attended were the following:

Percy T. Morgan, President of the California Wine Association; P. C. Rossi and Andrea Sbarboro, President and Secretary of the Italian-Swiss Colony; Charles Bundschu, of the Gundlach-Bundschu Wine Company; Marcus Fidel, Wrights; Clark C. Bradford, 632 Post street, San Francisco; J. G. Grundel, Alma, Santa Clara County; G. R. Vernon, Box 2535, San Francisco; A. W. J. Gibbs, Gibbs, Santa Cruz County; H. W. Sharp, Lodi; C. W. Pickett, Calistoga; G. W. Whitman, Concord; G. M. Westcott, Concord; J. C. Jones, Alamo; F. B. Vadon, Cloverdale; Leopold Justi, Glen Ellen; Adolphe Ardoin, San Francisco; L. Weeks, Sebastopol; A. Lackman, 661 Third street, San Francisco; H. Lachman, room 89, "Chronicle" Building, San Francisco; A. Gaye, Sebastopol; J. Jacquard, Sebastopol; E. W. Putnam, 401 California street, San Francisco; John Markley, Geyserville; H. P. Stabler, Yuba City; Richard Wheeler, 2347 Jones street, San Francisco; E. L. Streich, Napa; B. A. Towne, Lodi; Charles H. Hastings, Sierra Madre; Frank Swett, Martinez; T. J. Wisecarver, Geyserville; J. H. Jacobsen, Windsor; H. G. Reimann, Windsor; William Lehn, Forestville; A. S. Perley, San Francisco; A. Camineti, Jackson; William Pierce and E. H. Bauman, owner and superintendent of the Willatta Ranch, Suisun, Solano County; William B. Ranckin, Los Gatos; J. Hummel, Skyland; Dr. Liliencrantz, Aptos; W. S. Keyes, Napa; Charles A. Wetmore, Stockton; John S. Dore, Fresno; E. H. Hemphill, Lodi.

The President, in calling the meeting to order, said that the presence of the Governor of the State and of Benjamin I. Wheeler, President of the State University, had been expected, but both those gentlemen had written expressing regret that they were unable to be present.

The first business transacted was the fixing of the amount of the annual assessment. On the initiative of the President, it was determined that each member pay \$1 a year.

VALUABLE PAPER ON RE-ESTABLISHMENT OF VINEYARDS.

The following paper, prepared by Bismarck Bruck, Superintendent of the Charles Krug Winery, St. Helena, was read by the President:

"Gentlemen: As I find, much to my regret, that I will be unable to attend the session of the Club, I have, in pursuance of the request of the President, Mr. J. Swett, made a written report, setting forth briefly what we have done in re-establishing our vineyard on resistant roots, results obtained, and the few things we have learned about adaptation, affinity and grafting. In this report there is nothing but that which has come under my own observation during a period of twelve years, in ten of which I have been able to see and watch the results of my work on one place—the Charles Krug vineyards, now owned by Mr. James Moffitt.

"We have used principally three resistant vines in these vineyards—*Vitis Riparia* (unselected), *Lenoir* and *Rupestris St. George*. I will confine myself to these three varieties, although one, the *Vitis Riparia*, would be more properly termed specie, as unselected cuttings of many varieties were used.

"I will first take up the *Riparia*. This vine was at first planted very extensively in Napa Valley, but did not prove altogether a success. The vines were planted everywhere and in every soil, and we soon discovered that they would flourish only on rich alluvial soil. In many instances, even before grafting, the *Riparia* died out when planted on poor or gravelly soil, or in hot localities. We have now about fifteen acres growing upon rich, well-drained ground, grafted to *Sauvignon Vert* and *Johannisberg Riesling*, grafted about ten years ago, and they are now among the healthiest and most vigorous vines we have, prov-

ing conclusively to me that if the *Riparia* be planted on the proper soil it will do well, and particularly so if the varieties are selected, and only such as *Riparia Gloria Montepelier* and *Grand Glabre* are used. We have also noticed that all viniferas do not do well when grafted on *Riparia*. I will speak of that later.

"I will now take up the *Lenoir*. We have about twelve acres of *Lenoir* grafted to *Golden Chasselas*, *Burger*, *Semillon* and *Carignan*. They were grafted six years ago on three-year-old roots, planted on fine rich soil and heavy moist clay. They seem to do equally well in both places. They are strong, vigorous vines to-day, and bear good crops. As with the *Riparia*, some varieties of vinifera do better than others when grafted.

"The *Rupestris St. George* was first planted in Napa Valley about 1897, and very extensively in 1898 and later. We imported our first cuttings from France in the spring of 1898, and in 1900 we sold in the neighborhood of 500,000 cuttings. With the *Rupestris St. George* also came the method of bench grafting, which had been practised but little, if at all, in California up to that time. In the spring of 1898 we bench grafted about 1,000 *Rupestris St. George* cuttings. Owing to the condition of the cuttings and our inexperience with bench graftings, we succeeded in getting only about 25 per cent. These were planted on heavy moist soil, and are still doing well. The following spring we grafted 3,000 *St. George* cuttings to *Burger* and *Chasselas*, receiving from same 1,700 good unions, which were planted in April, 1900, on high, dry ground, with gravelly top-soil, but good sub-soil. They are now in their sixth year, are showing strong and vigorous growth, and have been bearing good crops for two years. In the spring of 1900 we bench grafted 12,000 cuttings, receiving 70 per cent of good unions. These were used in replanting places where the *Riparias* had died out, and have done very well, considering that they were placed among old vines. Since 1900 we have bench grafted from 10,000 to 12,000 *Rupestris St. George* cuttings each year, with varying success, getting as high as 75 per cent of good unions, and, in some cases, as low as 45 per cent. Last year we planted about 3,000 rooted bench grafted cuttings on friable but dry soil, and this year they are to the top of 5-foot stakes, and with grapes enough to pay for the picking. They are grafted with *Chasselas* and *Sauvignon Vert*. This year we have grafted about 20,000 *Rupestris St. George* cuttings, and will, from present indications, receive about 75 per cent of good roots.

"We have now in our vineyards *Rupestris St. George* from the age of one year to seven, and they are all doing well, but we find that they do best on rich, well-drained soil, and this I think is the case with all resistant stock. Some of them do well on poor soil, but they all do best on rich, moist and friable soil. We have practised bench-grafting almost entirely in the past five years, and our experience has proved conclusively to us that it is the most economical, the best and the quickest way to secure a good and uniform vineyard on resistant stock. In field grafting we have found we can secure the best results by grafting early in the spring—March and the first two weeks in April.

"From an experience of over ten years with both resistant and viniferas under different conditions and with different soils I have arrived at the following conclusions: First—That the resistant stock should be adapted to the soil and locality; next, the proper affinity should exist between root and scion, to secure the best results. I find that the *Johannisberg Riesling* and the *Sauvignon Vert*, with viniferas of like character, that make a long slender growth with small trunks, do well on *Riparia*, while the heavy wooded vines, such as *Golden Chasselas*, *Carignan* or *Burger*, do not do so well on *Riparia*, but show better results when grafted on the more vigorous resistant, such as *Lenoir* and *Rupestris St. George*. Some viniferas, however, seem to do equally well on *Riparia*, *Lenoir* or *Rupestris*; but others do not. Which is best can be learned only by experience and close study, and is one of the problems that the viticulturist will have to solve in order to successfully grow a resistant vineyard. He also must learn just what kind of resistant roots will do well and adapt themselves to certain conditions and certain soils. I have found that the *Rupestris St. George* adapts itself more readily to different soils and different conditions than other resistant roots, but do not advise planting them indiscriminately, as with a little care and study one should be able to determine the resistant root that is best adapted to the soil and con-

ditions in the locality where the vines are to be planted. As far as our own experience we would advise as follows:

"Plant *Riparia* only on cool, well-drained soil; plant *Lenoir* anywhere that *Riparia* will thrive, and it is the best stock for heavy, wet or clayey soils; plant *Rupestris* St. George or St. Martin on well-drained soil, and it will thrive in dry, hot localities, where it would be unwise to plant either *Riparia* or *Lenoir*.

"Just a few words about other vineyards. Ewer & Son have confined themselves almost entirely to *Lenoir* stock. The vineyard is planted on fine, rich, alluvial soil, and the vines are looking strong and vigorous. Another neighbor, after several years attempting to grow *Riparia* on high, dry, gravelly soil, with repeated failures, finally planted *Rupestris* St. George, and now has a fine healthy young vineyard, some of which is in bearing. This, to my mind, proves conclusively that most of our failures in trying to re-establish vineyards are due to improper selection of both resistant roots and vinifera grafting stock."

The reading of Mr. Bruck's paper gave rise to a conversational discussion, in which a number of the vineyardists present described their experiences with the different resistants and viniferas.

John Markley (Geyserville), said that on his place, about 30 miles west of the Charles Krug estate, he had been making experiments, and his conclusion was the same as Mr. Bruck's—the better the land the better the result. *Rupestris* St. George had done well on well-drained soil, but his experience taught him it was unwise to plant St. George on hilly land with clay within two or three feet of the surface. Some *Burger* which he had planted had a very heavy crop of grapes on it, and *Golden Chasselas* also had very fine growth.

Frank Swett stated that in Contra Costa County he had grown *Lenoir*, which prospered very well for a time, but afterwards died out, probably because of some oak tree roots.

E. W. Putnam told the meeting of a vineyardist who has a flourishing growth of *Lenoir* near Mission San Jose. It is about three years old, the grafts being two years old. It is in rich black soil. *Rupestris* St. George did well in this district, but not so well as *Champini*, which was more successful in this locality than any other variety.

Professor E. H. Twight said that in the south of France *Champini* lasted five years and then died from *phylloxera*.

Leopold Justi explained that *Zinfandel* made an excellent union with *Lenoir*, taking very well. This was with field grafting.

Mr. Grundel said that *Mataro* grafts on St. George broke off.

A number of others contributed to the discussion, which was a very practical and instructive one.

CO-OPERATION WITH EASTERN GROWERS.—SPEECH BY PERCY T. MORGAN.

At this stage Percy T. Morgan, President of the California Wine Association, who had attended the annual meeting of the American Wine-growers' Association at Buffalo, was invited by the Chairman to address the meeting. He said:

"Your President has asked me to give some account of the meeting of the American Wine-growers' Association. We are none of us members of that Association, because we had very little knowledge of its formation. The President of the Association called upon me in my office in New York and asked if I, or the Association which I represent, would become a member. I said we would not do so at that time, because that was a matter more for the grape-growers of California generally to determine upon. He asked me, then, to attend the Buffalo conference as a visitor, having the privilege of the floor. I accepted. The meeting was attended by representative wine men—men who are developing the business on intelligent lines. One man in particular whom I met there was a very giant—Mr. Paul Garratt, of Norfolk, West Virginia. He was a little radical in some of his ideas, but if they were carried out it would elevate the drinking of wines, which to-day is considered rather a disgrace because of its association with saloons. He favored having wine establishments where families could go and where the drinking of wine could be promoted in its legitimate form.

"At the meeting I took occasion to deprecate the practice which seems to have grown among wine men and wine newspapers of the East and West of 'knocking' our business. Not one line in ten has been written which would induce people to drink wines, but the Eastern papers have been full of abuse of Western wines, and the Western papers have been full of abuse of Eastern wines. I asked them how they could expect the general public to believe that wines are good while this sort of thing went on. We should publish the idea that all wines are good—some, of course, better than others. They agreed

with me that all that 'knocking' must cease at once, for if it didn't it would do us irreparable harm. The editor of the paper who had been particularly virulent in his references to California wines agreed that for his part it would cease, and I undertook that on this side I would use my influence to have the abuse of eastern wines stopped.

"I was then asked by the gentlemen there to give a hearty invitation (which I requested should be extended to the California Viticultural Club), to join the American Wine-growers' Association. We have got to remember that these people are in our consuming center. Out here we have everything in the way of sunshine, fruit and flowers, and that kind of thing, but they have the consuming population. They are where the wines are going to be drunk, and if by promoting good feeling and good fellowship we can induce the people to believe that the drinking of wines is healthful and conducive to temperance, we shall have accomplished a great deal. I think that if the members of the Viticultural Club, through the President and officers would investigate the mission of the American Wine-growers' Association, and if they became satisfied that it comports with our own ideas, that we should endeavor to get together. We want to get recognition of our wines in the spot where the demand exists. I hope we on this side will do our share towards sinking the abuse of wine drinking in general. We must endeavor to co-operate in showing people that wines are good and healthful, and that they should be advocated by the disciples of temperance."

The President said he did not think the Viticultural Club could send delegates to the Eastern organization, as the expense would be too great, but perhaps a committee of conference might be appointed.

EASTERN WINE MEN AND THE BELL BILL.

Replying to a member who asked what was the attitude of the Eastern wine men to the Bell Pure Wine Bill, Mr. Morgan said that the attitude of the best wine men in the East was not opposed to pure wine. On the contrary, while there were some few of them making wine by illegitimate methods from glucose and coloring materials, the great majority of them were opposed to such practices. Many of them were marketing their wines directly to the consumer in the original packages, and consequently had an incentive to keep it pure.

"So far as the Bell Pure Wine Bill is concerned," continued Mr. Morgan, "I have heard none of them express that opposition to it which we have heard about in the papers. They are not placed as we are in California—with sufficient sugar in the grapes nine vintages out of ten. Nearly every year they have to contend with grapes with too little sugar, and they have to correct that by using sugar. They do it quite openly, and do not deny that they add sugar. I took the subject up with Dr. Wiley, chief of the Chemistry Bureau of the Department of Agriculture in Washington, and we discussed this phase of it. He said that he would never be brought to the opinion that wine which had anything else in it but the pure juice of the grape should be labelled 'pure wine.' I said to him, 'How are you going to deal with the wine-makers in the East, where they have an insufficiency of sugar?' He said he didn't know exactly how he would do it. I suggested that if we decided to make a concrete out of the juice of the California grapes they might use this in some concentrated form for the purpose of correcting the insufficiency of sugar in their own must. The true grape sugar would thus be used. He was very much interested in the idea, and he said if we could furnish the concrete or concentrated form of the grape juice of California with which to correct the Eastern must, he would, in any pure wine bill that was introduced, advocate the use of pure grape juice in that way, and would advocate that the designation 'pure wine' should be allowed to go on to barrels of wine so made. Of course the carrying out of this idea is a big matter. What the Eastern men now want is a conference with the viticulturists of California, so that a reasonable agreement may be come to regarding what they may do and what they may not do."

MR. CHAS. BUNDSCHU ON CO-OPERATION.

Mr. Charles Bundschu made an interesting contribution to the discussion concerning co-operation between the Western and Eastern wine interests. He said:

"I have thought much about the affiliation of the interests of California and the Eastern wine-growers. We have the invitation before us, but we want to see where California wine-growers and wine-distributors would stand if the two sections affiliated. If we resolve to send delegates to an Eastern conference the Eastern wine people will very likely apportion to each of the different States a certain representation. If we have three representatives, that is all, considering the expenses, that we can expect. Possibly we might have only one man

who could find the time to go East to a conference. He would have to confront all those Eastern wine men, who are certainly wide awake to their own interests and to the requirements of their own trade. Probably they would yield to the requirements of the California trade as far as they could do; but I would rather advocate that the Viticultural Club should be affiliated as a Pacific branch of the American Wine-growers' Association, than that we should be represented by a few delegates. This would enable all vital questions to be deliberated upon by us and we could give instructions to representatives who might go East to confer. It is a very serious matter to send a few gentlemen over there, where they would stand isolated when important questions were brought before them. It should never be forgotten that California represents three-fourths of the wine product of America against their one-fourth. We are willing to co-operate, but to find the proper basis of this co-operation ought to be the line of consideration at present. I do not think the matter ought to be pushed right through now. Everything ought to be well considered. We are willing to co-operate with the American Wine-growers' Association, but we should preserve a certain integrity and independence."

Mr. Morgan said the ideas expressed by Mr. Bundschu were almost a photograph of those expressed by him at Buffalo. He told them that there was a club in California which was analagous to their so-called American Wine-growers' Association, and suggested to them that the invitation be addressed to this club. That some affiliation should be effected was undoubted. All the wine interests in the United States should join together so that they could go to Washington and demand their rights.

"We have very good Congressmen," continued Mr. Morgan, "but unfortunately they have numbers against them. They can do nothing for the wine interests of this State if the Congressmen from New York, Ohio, New Jersey and the other Eastern wine-growing States are opposed to them. We need the assistance they can give us. That is the reason why I say we should endeavor to in some way join with our Eastern brethren in getting that legislation through which is necessary, in some cases, for our preservation."

Andrea Sbarboro said he agreed with Mr. Bundschu that in joining the Eastern wine-growers with our three-fourths interest as against their one-fourth interest, we should not allow them to block us out, but some equitable and proper arrangement might be made by which neither party could gain undue advantage over the other. Each side should appoint a committee of three, and these six men should decide what action should be taken and what legislation is necessary.

ADDRESS BY PROFESSOR HILGARD.

Professor E. W. Hilgard, Director of the Agricultural College of the University of California, who had been invited by the President of the Club, now addressed the meeting. He explained that as there was too much work for one man in the viticultural branch of the University, Mr. Bioletti had been appointed to assist Mr. Twight. He congratulated the vine-growers upon having come together and hoped they would not again break up, quarrelling. He had tried within the last year or two to come to an arrangement with some men growing grapes in the East as to what legislation would be sent up. But it seemed a difficult thing to come to an understanding. The suggestion by Mr. Morgan that California should supply the Eastern people with sugar must might prove a good basis of combination. The concentration of must was not a difficult thing. It had been done before. But California would have to produce an abundance of grapes, and the growers should know what price the concentrated must would bring. It was a question of dollars and cents. He would like Mr. Morgan to say whether he thought a proper price could be obtained for California must.

A BIG PROBLEM FOR THE DISTRIBUTORS.

Mr. Morgan answered as follows:

"I went into this question pretty fully in the East. California has mighty little protection. California has a tariff against it, in the form of freight rates, pretty nearly as high as that against the foreigner. There is from 8-10ths of a cent to 1½ cents against Californians as compared with Easterners. If any article we ship has to be coopered we first of all have to pay for bringing that cooperage from the East and then for shipping it back East. In a barrel of wine weighing 500 pounds, 75 pounds is barrel—or in the vicinity of 18 per cent. You pay freight on that twice over—36 cents on the dollar. So that I came to the conclusion the only way this disability could be overcome would be to concentrate the must into a sort of concrete, or to solidify it, and ship in sacks. It is a soft matter, a little harder than soap, and will crack up. They ship glucose

in that way. If it cannot be solidified, we are going to find it very difficult indeed to send our concentrated must to the East. In syrup form it is extremely heavy, and takes the very finest kind of cooperage to hold it. The finest kind of cooperage is almost prohibitive in cost. We are beginning to pay such a price for our barrels and cooperage as to make the charge a very, very heavy one. The cost of barrels to ship wine, as compared with the cost a few years ago, has increased by almost a quarter of a million dollars. In other words, the profits on wine shipped have been reduced nearly a quarter of a million dollars a year in the last four years. That is something which is not going to be corrected. It is getting worse every day. The woods from which barrels are made are getting scarcer every day.

"Professor Hilgard asks whether we can get to a point where the Eastern wine-maker can use our must. Unless we can do without cooperage we cannot ship the must East. It is a very moot question as to whether grape juice can be solidified. The California Wine Association is setting up an apparatus in California which is going to attempt this year to make that solidification. Every drop of the water which it is unnecessary to pay freight on in the grapes will be crushed out and the cost of cooperage eliminated, and if we can show to the Eastern wine-maker and to the European wine-maker that the concrete is just as valuable as the grape juice, the thing can be done. We are going to try and do it. There are 350 pounds of sugar in a ton of grapes. What the cost of concentrating is going to be I don't know. But if the cost is low and the cost of freight is minimized in the way I have suggested, we should certainly be able to put it into the hands of the Eastern wine-maker and into the hands of the European wine-maker at a price which would not make the use of sugar attractive to them. If we cannot provide, from California, sugar must at a price at which they can use it we have got to let them go on using sugar. If we do not allow them to do it they are going to do it anyway. We must get the concentrated must out there at a price which is not prohibitive."

Professor Twight said that a fight had been going on in France along exactly the same lines as in America. In the northern and eastern parts of France they had to use sugar. But in the south of France and in Algeria they had practically the same conditions as in California. For the past two years there had been a great fight to try and prohibit entirely the use of sugar. A few months ago some French wine papers took a vote on the subject, and over 80 per cent of the wine-makers of the northern and eastern parts who replied voted against the use of sugar if something could be substituted. There had been experiments in the shipping of concentrated must to the districts where the grapes were deficient in sugar. The must had been concentrated down to about 65 per cent. This concentrated must had been shipped in tank cars, a good deal like those used in the shipment of oil here.

Mr. Morgan said he had looked into the question of using iron tank cars lined with porcelain. Such cars were being made in the East. But California is so far from the consuming centers that it would cost \$98 a car to bring them back. An enormous fortune would have to be invested in the tank cars. The California Wine Association was still studying that idea.

Professor Twight, replying to Mr. Frank Swett, said that in France, wine had been made from dried grapes—that is, from raisins—that it was impossible to distinguish from wine made from fresh grapes. An expert could not tell which was raisin wine and which was fresh grape wine.

EDUCATING PEOPLE TO DRINK WINE.

Andrea Sbarboro said he wished to bring a very important matter before the meeting. "All the people who have been born in the wine-producing countries of the world," he said, "look upon it as extraordinarily strange that the American people, amongst whom there is a great deal of intemperance, should have spent millions of dollars and a great deal of valuable time in placing obstacles in the way of the consumption of wine. In Spain, France and Italy, wine is drunk publicly in public places by men, women and children, and drunkenness there is almost unknown. Facts and statistics prove this. Here in America we could produce as much wine as is made in France and Italy, and yet it is tabooed by some of the best people. Often people will use it privately and not in public. Some of them dare not put it on their table when they have visitors. This unreasonable prejudice must be removed. Remember that every bunch of grapes produces a glass of wine. If we want this great industry to thrive something must be done to find a market for the increasing quantity of grapes which is going to be produced in this State. If not, disaster will come

(Concluded on Page 50.)



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Their business has increased wonderfully from year to year, and the marked success which has followed them is due to the superb management and exceptional business ability of those at the head of the concern.

Authentic statements from those in a position to be in possession declare that the business of the company has been the largest during the four years just closed in the history of the firm. Aside from this, the heads of the house say that they are anticipating a record breaker during the coming year. In point of fact, they expect it to surpass anything they have ever had in the way of a truly business revival.

In a word, the members of the Levy & Brother Distilling Company can see nothing which would indicate that there is to be a tie-up of any kind in the present prosperous and active condition of business of the country.—*Tribune.*

California Has the Only Good Grape Crop.

NEW YORK, Aug. 15.—Reports from the grape-growing sections received by the domestic wine-growers and makers during the last week or two indicate that the crop of wine grapes in all sections of the country is very poor, except in California. The crop is particularly poor in New York State, where the best grades of American wine are made.

There has been a great deal of rot, and the excessively rainy weather which has prevailed all over the country this summer has made grapes watery and lacking in sugar. The same conditions prevail in Ohio and in the wine-growing section of Virginia.

It is not likely that with these conditions there will be much wine made in the East and Middle West this year. Large houses that have big stocks in their cellars will select their grapes carefully and make little wine, while smaller makers will be able to turn out only an inferior quality, if they can get any grapes fit for wine-making.

J. V. Ferguson, a prominent wine maker of Houghton, Midland Junction, Western Australia, paid the REVIEW a pleasant call during the month. The gentleman is here for the purpose of studying the methods of grape culture and wine making in this country. He was highly pleased with our wines and bespeaks for them a fine future. He also believes that the vineyards of his own land are destined to win high fame in the years to come.

LASH'S BITTERS
Tonic Laxative

Oregon's Local Option Law.

WE present herewith, the text of the local option law recently adopted, by a "fluke," in the State of Oregon. A careful reading of the statute discloses the fact that it remained for the anti-saloon people of the Webfoot State to draw up the most dangerous measure that ever masqueraded under the guise of local option. On the face of it it is plain that it was calculated to deceive and it succeeded. In its class it is the worst jug-handled proposition that has ever come under our notice. It is so worded as to give every advantage to the anti-saloon element, and the liquor trade of the State were powerless to change the wording of the measure and make it fair to both sides. If the trade of our sister commonwealth had been thoroughly organized for protection, the arrogant Anti-Saloon League would doubtless have been defeated. That the latter will take every possible advantage of the situation goes without saying. As a matter of equity, as to the power of minority voters, it may be that the Supreme Court will declare the law invalid, but that is only problematical.

The enactment of this law will be a serious blow to the wine and liquor men of this city, who have established a large and lucrative trade in Oregon. It is understood that at the next session of the California Legislature a great effort will be made to place the Oregon law upon our statute books. It therefore behooves the trade of this State to organize most thoroughly and be prepared to make the fight of their lives. These suggestions apply as well to other States in which the "antis" are working night and day in preparation for a battle on similar lines. Forewarned is forearmed. The text of the Oregon law follows:

Section 1. Whenever a petition signed by 10 per cent of the registered voters of any county or precinct in Oregon is filed with the County Clerk, the County Court must order an election to be held in the district mentioned to determine whether the sale of intoxicating liquors shall be prohibited there.

Sec. 2. This section allows druggists to sell alcohol for medicinal purposes, but provides that it shall only be sold upon the written prescription of a physician, dated and signed by him after personal examination of the applicant. No druggist shall be permitted to sell more than once on each prescription, which must be endorsed, canceled and filed away.

Sec. 3. The first elections to determine whether the sales of liquor shall be prohibited in any district, may be held on the first Tuesday after the first Monday in November, 1904, and thereafter only on the first Monday in June of any year. In every county or precinct that shall return a majority vote for prohibition in 1904, the law shall take effect January 1, 1905. In all succeeding elections the law shall take effect on July 1 following the day of election.

Sec. 10. After the election the County Court must hold a special session, and, if a majority of the votes in the county as a whole, or in any subdivision of the county as a whole, or in any precinct in the county are for prohibition, the court must immediately make an order absolutely prohibiting the sale of liquor in such districts. This section compels the court to issue an order of prohibition in every precinct in the county which has voted "For Prohibition," even if the county as a whole has voted "Against Prohibition." This section makes it unlawful even to give away intoxicating liquors within the prohibited territory.

Sec. 11. If the majority is "Against Prohibition" the court shall make an order declaring the result.

Sec. 12. If the election result in favor of prohibition in any precinct, no election can be held in that precinct again for at least two years, except an election for the entire county. If a whole county should vote "For Prohibition," no election on this subject can be held in either the county as a whole or in any precinct for at least two years.

Sec. 13. When a second election results against prohibition the court shall enter an order setting aside the previous prohibitory order.

Sec. 14. When a county has declared for prohibition no election on this question can be held in any precinct of the county thereafter until prohibition has been defeated at a subsequent election held for the entire county.

Sec. 15. Any person who shall sell, exchange or give away any intoxicating liquors in prohibition territory, shall be punished by a fine of not less than \$50 or more than \$500, or by imprisonment in the County Jail for not less than ten days nor more than thirty days, or both fine and imprisonment. A second offense entails a penalty of both fine and imprisonment.

Sec. 16. Unexpired licenses to sell liquors shall be refunded by the State or municipality in proportion to the unexpired time.

Sec. 17. This section makes it the duty of Judges, District Attorneys and Justices of the Peace to rigidly enforce the law.

Sec. 18. In all prosecutions under this act it shall not be necessary to state the kind of liquor sold, nor to show the knowledge of the principal, in order to convict for the acts of an employee, and in all cases persons to whom intoxicating liquor is sold shall be competent witnesses. The issue of a license or internal revenue special tax stamp by the Federal Government to any person for the sale of intoxicating liquors shall be prima facie evidence that such person is violating the provisions of this act.

Ben. P. Barker, who was for many years manager of Olivina, in the Livermore Valley, has accepted a position with the Los Angeles Wine Company, in a similar capacity. Mr. Barker knows the business from the making of a vineyard to the selling of its products, and is one of the best known and popular men in his line in the State. His many friends in this section of the country wish him the utmost success. We congratulate the Los Angeles Wine Company upon securing his services.

E. C. PRIBER, PRESIDENT
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San Francisco, California

News of the Northwest

SEATTLE, Wash., Aug. 10.—Although this is the recognized dull period of the summer season, the trade condition at the present time is good. Jobbers and wholesale houses have been kept busy filling the many Alaska orders which are required to reach their destination before navigation closes. The general trade, both in the city and the country, is fully up to expectations. Business people in every line have a strong feeling as to the future. This confidence is based on the excellent condition of crops here as well as in Oregon and Idaho.

Herman Quandt, who three years ago retired from the saloon business in Seattle, after causing the police a great deal of trouble and finally calling his license into question, has applied to the Council for a license to re-enter the business again. In the application filed with the License and Revenue Committee of the Council recently, he asks that he be given the privilege of conducting a saloon at what will be 502 Main Street when the building is completed. This number will be just across from the kindergarten and about a block outside of the recognized saloon district. The Committee gave no intimation of its intentions in the matter, but informed Quandt it would hold the license a week for consideration.

The Fountain Saloon Co., 312 First Avenue South, are making some extensive repairs.

Edward F. Sweeney, of the Seattle Brewing Co., is in the East.

S. F. Hoffman, who has a saloon on the corner of Fourth and Main, recently returned from California, where he went for the benefit of his health. He is feeling a great deal better.

J. A. Goldberg, of Goldberg Bros. Cigar Co., has returned from a short trip to Nome.

Mr. Joe Bacher, of Our House, visited the Fair in St. Louis. He reports it well worth seeing. Upon his return, Mr. Louie Grimminger left for his vacation. He went up to the mountains of Idaho to enjoy himself.

Herman Lutsch is now located just across the street from his former place of business. He still retains the name of Log Cabin Saloon. He has moved all his curios into the new place, the number of which is 113½ Columbia Street.

Mr. Wening, of the Junction Saloon, recently treated himself to a trip East. He claims he had a good time and if looks count for anything he evidently did himself justice.

S. F. Hoffman, one of the oldest liquor men in the city, sold his saloon, corner Fourth and Main, to Mr. J. W. Smith, who was formerly in the butcher business.

A new liquor man in Bremerton is Mr. Ward, who was until recently connected with Kelley & Ward of the Totem Saloon in this city.

Mr. A. Gerbel, editor of the *Washington Liquor Dealer*, is convalescing from a severe illness which has confined him to his bed for several weeks.

Mr. J. E. Frank has formed a partnership with Harry Wison of the Imperial Bar, 512 Second Avenue. These men are both pioneer liquor dealers, Mr. Frank having been proprietor of the Elk Cafe previous to his last venture.

Mr. Henry A. Beck was named by the late Joe Clark as administrator of his estate. Mr. Clark couldn't have made a better choice as Mr. Beck's reputation for doing the right thing is known to his many friends. Mr. Beck has made arrangements to continue Mr. Clark's saloon, on Fourth and Pike.

One day last March, a man by the name of Edward Foster became intoxicated in the saloon of Nicholas Theisen, of Ballard. He went home drunk and in his attempt to assist his wife to doctor himself, he took a fatal dose of carbolic acid by mistake. His wife has now filed suit for \$7,500 against the saloon keeper, alleging that his death was caused because he became intoxicated. She says that when alive he earned \$6 a day and that his death cut all means of support off and she is without any way to make a living.

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SAN FRANCISCO, CAL.

Milwaukee Correspondence.

MILWAUKEE, Wis., Aug. 23.—Throughout this section of the country indications point to a great harvest of grapes, and this will cut some figure in the consumption of wine hereabouts. Illinois, Ohio, Indiana, Wisconsin and Michigan are large grape producing States, and when there is an abundance there is always a great deal of home-made wine for winter. In the rural districts, particularly, will this be true. Farmers' wives are great wine brewers because they take great care in their work and make a good quality of wine. None makes a large quantity as a rule, and this is a lucky thing for the wholesalers, jobbers and retailers. For instance, a woman from the rural district in figuring the cost of perhaps a barrel of grape wine, counts only the sugar she uses. She does not figure the cost of the barrel, as that was "on the place;" nor her time, as that is not worth money; nor help from other members of the family. This is why she can sell a gallon of fine grape wine at 15 to 25 cents per gallon, and "make money."

Should more extensive brewing be undertaken, and the dame attempt to sell 10 to 50 barrels and this same plan carried out in two hundred or more towns, villages or farms in the Eastern States, you can easily figure out where the Californians would get off. It would demoralize their business, that's all, at least in this section. But there need be no alarm, nothing of the kind is contemplated, or can be carried out for we have not the vineyards.

The liquor business in Milwaukee has taken considerable of a brace recently, and the new city directory just issued, shows more than 2,600 saloons inside the city limits. This is an increase of 330 in two years, which is doing fairly well.

H. Von Kasten, a visitor from Germany to the St. Louis Fair, stopped off in Milwaukee for a few days. He is highly educated and with this goes liberality in his opinions. He is not so narrow as to suppose Americans cannot do as much as the Kaiser's subjects in the way of brewing and distilling. He said in conversation: "I have just visited this wonderful Fair and what I have seen cannot be described. As for the magnificent exhibit of California wines, etc., that, in my mind, was one of the great features of the fair." Herr Kasten visited several of the large brewing companies here and went back to the Fatherland well repaid for his visit to the United States.

"If this was California we would be in clover this fall because there would be cheap packages for wine, brandy, whiskey, etc.," remarked a wholesaler the other day. Staves, hoops and headings are much cheaper in the East just now, because there is little demand for tight packages. Out in California, I understand, there is apt to be a great harvest of grapes; so many, in fact, that all the kegs, half-barrels, etc., will be all used up early in the season."

The jobbing trade is brisk just now, and many large orders are moving daily, both to local houses and to out-of-town trade. The manager of a large Broadway house in sizing up business conditions said: "We have no complaint to make over existing conditions. Business for July and the first half of August will show an increase of fully 12½ per cent over the same period last

year. The reason for this is that while business generally has been rather quiet, business men have made some money in the past, and they have this to spend. This is why our business has been good. The liquor trade is the best business thermometer. If a man has no money to spend he cuts out the luxuries first. This, of course, means fine wines, and good whiskey. If he has money in plenty, the best is none too good. Retailers have bought liberally throughout the summer, and there is every indication of a continuance this fall."

An official of one of the big breweries here has just returned from Germany and spoke of his trip as follows:

"There were many interesting sights to see, but perhaps the most interesting one for the readers of your valuable paper would be the great wine cask built for a firm at Schiltenheim on the Rhine, which in size far surpasses the famous barrel in the cellars of the castle at Heidelberg. It is made entirely of German oak and has a capacity of 100,000 litres, and weighs 40,000 pounds. Its diameter is 18 feet and its length is 16 feet. I was told that 24 persons sat down to a luncheon in this barrel, and it certainly looked as if they might. The guests entered through the bung-hole, as sort of a novelty, all except one man, who was too fat, and he had to go through the head, via a ladder.

Considerable work has been laid out for local contractors for the coming year, if the plans of the breweries for the building of new saloons are carried out. Their building scheme includes the erection of nearly fifty new structures, and twenty-five are already under way. In the last six months the breweries have been quietly acquiring good corner properties and they are now taking advantage of the weather to hasten work.

The Schlitz Brewing Co. leads the list with a total of sixteen saloons now under construction in all parts of the city. The Miller Brewing Co. come next with three, the Gettelmann Brewing Co. with two, and the Pabst and Independent Brewing Cos. with one each.

W. R. ANDERSON.





PERSONAL MENTION AND NOTES.

One of the most active hustlers for the promotion of the Night Templar Conclave was Tom Kirkpatrick, manager of the A. P. Hotaling Company. Mr. Kirkpatrick was very properly assigned to the work of collecting donations for the celebration. He took to the work heart and soul and as a result his record as a collector is one of which he may well be proud. Mr. Kirkpatrick is a high Mason and one of the best known Shriners on the Coast.

and looks for a good fall and winter business, particularly after the campaign is over.

Over in the land of "B. & S.," strenuous efforts are being made to determine "what is brandy." The question is answered elsewhere in this issue in the advertisement of the Kirby Distilling Company, of Fowler, California. The answer is: "American brandy, finest in the world. Why? Because grapes are cheaper than chemicals in this country, consequently it does not pay to adulterate. The Kirby Distilling Company makes a specialty of pure brandy, and making no wines, has no wash or sour wine to put in brandy." Here is a proposition that ought to interest buyers not only in this country but across the water, where the adulteration of brandy is stirring up the whole nation.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

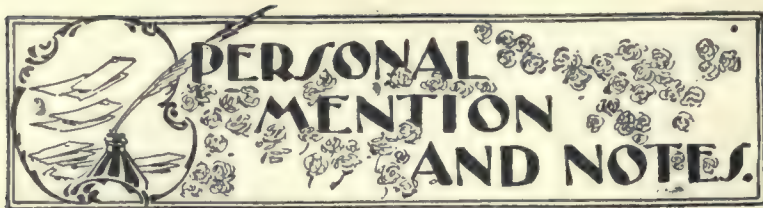
"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

Honolulu has a new hotel, the swellest in the Islands. It is known as the Moana, and has all the conveniences and luxuries of the best caravansaries of the mainland. It is the private venture of W. C. Peacock, of W. C. Peacock & Co., the leading importers and wholesalers of Hawaii.

Captain Williams, Pacific Coast manager of the Brunswick Balke-Collender Co., returned during the month from an Eastern trip, in connection with the business of his company on the Slope. He reports matters satisfactory

Among the beers that have made California brews famous the pioneer of all is that of the John Wieland brewery of this city. Having all the modern facilities for the production of good beer, it has maintained its standing with the consumer throughout the fiercest competition and continues to do a wholesome business at the same old stand. Wieland's Pale Export is not only a delicious, but a standard beverage, and its fame is not confined to this coast, for it is shipped in large quantities throughout the confines of the broad Pacific.



MR. B. C. CUVELLIER, who during his twenty-two years of faithful and efficient services to the firm of James de Fremery & Co. of San Francisco, made a host of friends amongst the trade, has become a stockholder in the A. Vignier Company, the famous Clicquot Champagne house, and was elected vice-president of the corporation. This position had been occupied by Mr. E. A. Grau of Irvington, Alameda county, of the firm of Grau & Werner; but, so as to be able to devote all his time and energy to his winery, this gentleman severed his connection with the A. Vignier Company.

Whereas Mr. Cuvellier will, undoubtedly, be much missed by his former employers we cannot help congratulating our old friends, the A. Vignier Company, on their acquisition.

Though a thorough and up-to-date business man, Mr. Cuvellier has for the past eight years filled in a most effi-

cient manner the office of Councilman of the city of Oakland. Whether his new position will in any way conflict with his continuing in his public office, we do not know, but we are glad to hear that his relations with his old firm remain of the most friendly character.

Mr. Cuvellier will assist Mr. Vignier in the management of the business and will give his special attention to the sales department.

Ed. Sweeney, manager of the Seattle Brewing and Malt-ing Co., and to whose abilities the wide fame of Ranier beer is largely due, has gone East on an extended trip. He will take in the big fair at St. Louis before returning home.

Jesse Moore whiskies have been making steady and enlarged distribution among the best users of Kentucky bourbons in this country, and the foreign trade in the goods has undergone a marked increase during the past season. The firm of Jesse Moore-Hunt Co. may be congratulated on their signal success. Liberal treatment and uniform excellence of the goods have firmly established them into the confidence and esteem of the trade at large. —*Criterion*.

Sunny Side

THREE REASONS WHY YOU SHOULD GIVE
THIS BRAND YOUR CONSIDERATION

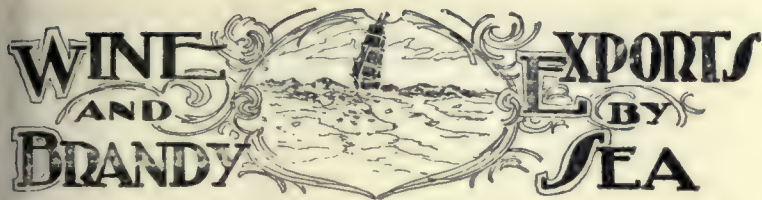
1ST. *It is an All Rye* | *Because the formula used makes it so. viz. 80% finest selected rye & 20% best rye malt*

2ND. *It is a Pure Rye* | *Because it is made so.*

3RD. *It is a Grand Rye* | *Because every one that uses it says so.*

DISTILLERY ELRAMA PENN. OFFICE CINCINNATI, O.

ALL RYE



From July 25, 1904, to August 25, 1904.

WINE.

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
San Juan	N York via Pauma	Lachman & Jacobi	13,266	
"	"	California Wine Association	20,750	
"	"	A Sanguineti	50	
"	"	Overland F & T Co.	4,050	
Cy of Sydney	"	French-American Wine Co.	1,568	
"	"	Sutter Home Distilling Co.	250	
"	"	Geo West & Son (Inc)	12,500	
"	"	Lachman & Jacobi	11,802	
"	"	Gundlach-Buudschu Co.	7,500	
"	"	California Wine Association	26,000	
Newport	"	"	28,000	
"	"	Lachman & Jacobi	19,028	
"	"	Italian-Swiss Colony	12,921	
"	"	C Schilling & Co.	13,140	
Cy of Peking	"	Lachman & Jacobi	18,083	
"	"	California Wine Association	32,250	
"	"	French-American Wine Co.	3,118	
"	"	Gaffney D & D Co.	5,000	
Total				229,276
Value				\$70,484

TO MEXICO.

Totmes	San Blas	C Schilling & Co.	40
San Juan	"	W Loaiza & Co.	227
"	"	B Frapelli & Co.	40
"	Acapulco	L F Lastreto	309
"	Manzanillo	Maldonado & Co.	104
Curacao	La Paz	"	55
"	Mazatlan	"	52
"	Guaymas	"	79
"	"	Canalizo, Trillanes & Co.	163
"	La Paz	"	26
"	Guaymas	Bertin & Lepori	51
"	"	Lachman & Jacobi	200
"	"	C Schilling & Co.	220
"	"	W Loaiza & Co.	593
"	Altata	"	27
"	Santa Rosalia	"	206
"	Mazatlan	"	50
"	La Paz	Thannhauser & Co.	172
"	"	Napa & Sonoma Wine Co.	10
"	"	Leo Metzger & Co.	168
"	Ensenada	California Wine & Brandy Co	15 249
"	"	Italian-Swiss Colony	27
"	Guaymas	"	102
"	"	B Frapelli & Co.	805
"	Topolobampo	"	100
"	Mazatlan	"	138
Ramses	Salinas Cruz	"	350
"	"	E G Lyons Co.	18 150
"	"	Thannhauser & Co.	1 40
"	San Benito	"	200
"	"	California Wine Association	80
"	"	Italian-Swiss Colony	260
"	"	W Loaiza & Co.	200
Newport	Manzanillo	"	300
Total			34 5,802
Value			\$2,386

TO ALASKA.

Cy of Pueblo	Dawson	J F Plumel	193
Queen	Douglas	C Schilling & Co.	160
"	Uyak	Tillmann & Bendel	1
St Paul	St Michael	Wellman, Peck & Co.	2
"	Rampart	W B Cluff & Co.	5
"	Nome	E Eichwede	40
Total			3 397
Value			\$258

QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO TAHITI.

Mariposa	Papeete	French-American Wine Co.	208
"	"	Gundlach-Bundschu Co.	900
"	"	Italian-Swiss Colony	2,210
"	"	Lachman & Jacobi	52
"	"	California Wine Association	778
Total			4,148
Value			\$1,369

TO JAPAN.

Mongolia	Kobe	Italian-Swiss Colony	10	560
"	"	Langley & Michaels Co.		51
"	Yokohama	California Wine Association		1,440
"	Higo			480
"	Yokohama	Italian-Swiss Colony		52
"	"	C Schilling & Co.	10	52
"	Kobe			680
Total			20	3,265
Value				\$1,230

TO CHINA.

China	Shanghai	S Foster & Co.		623
"	"	B Arnold & Co.		1,397
"	"	Getz Bros.		406
"	Tientsin	E G Lyons Co.		550
"	"	C Schilling & Co.		370
Doric	Hong Kong	California Wine Association	1	
"	Tsingtau	Lachman & Jacobi		1,031
"	Shanghai	B Arnold & Co.		264
Total			1	4,641
Value				\$2,054

TO SOUTH AMERICA.

Totmes	Guayaquil	Maldonado & Co.		436
"	"	Italian-Swiss Colony		93
"	Lima			516
"	Mollendo	Wetmore-Bowen Co.	25	
"	Manta	California Wine Association		900
"	"	C Schilling & Co.		630
"	Guayaquil			390
Ramses	"			250
"	"	Maldonado & Co.		700
Total			25	3,915
Value				\$2,043

TO CENTRAL AMERICA.

Totmes	Punta Arenas	California Wine Association		355
"	Corinto	Italian-Swiss Colony		240
San Juan	San Jose de Guat.	Goldberg-Bowen Co.		10
"	Buenaventura	California Wine Association	42	130
"	Ancon	Italian-Swiss Colony		2,425
Cy of Sydney	Acajutla	Crown Distilleries Co.	30	
"	San Jose de Guat.		20	
"	La Union	L F Lastreto		10
"	La Libertad	Gundlach-Bundschu Co.		710
"	Champerico			200
"	"	Mohns-Freeze Co.		150
"	"	C Schilling & Co.		640
"	La Union			900
"	La Libertad			700
"	San Jose de Guat.		2	130
Ramses	Acajutla			100
"	Buenaventura	California Wine Association		1,230
"	Champerico			470
"	Amapala	Italian-Swiss Colony	9	68
"	Champerico	Gundlach-Bundschu Co.		600
Newport	Panama	C Schilling & Co.		1,216
Cy of Pekin	San Jose de Guat			20
"	La Libertad			52
"	La Union			185
"	Punta Arenas			160
"	"	L F Lastreto		310
"	Corinto	California Wine Association		71
"	Acajutla			250
Total			103	11,312
Value				\$5,474

TO BRITISH COLUMBIA.

Queen	Victoria	Lachman & Jacobi		256
"	Vancouver	A Repsold & Co.	18	
"	Victoria	The Rosenblatt Co.	10	
Umatilla	"	C M Mann Co.		28
"	"	Lenormand Bros.		52
"	Vancouver	J Juri & Co.		150
"	"	Gaffney Drayage Co.		101
Queen	Victoria	California Wine Association		205
"	Vancouver	Napa & Sonoma Wine Co.		84
"	"	Wetmore-Bowen Co.	4	
Cy of Pueblo	Ladysmith	Matteucci & Vannucci		94
"	Victoria	D De Bernardini & Co.		102
Umatilla	"			51
"	Vancouver	A Repsold & Co.		100
Queen	Victoria			100
"	"	B Frapolli & Co.		28
Total			32	1,351
Value				\$574

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

★ BOURBON AND RYE ★

BOONE'S KNOLL

HAND MADE

*** SOUR MASH WHISKEY. ***

Jessamine Co. Kentucky.



BOONE'S KNOLL
O.F.
HAND MADE
SOUR MASH
E.J. CURLEY & CO.
JESSAMINE CO. KENTUCKY



BLUE GRASS
FIRE COPPER
★ BOURBON ★
E.J. CURLEY & CO.
JESSAMINE CO.
KENTUCKY

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO HAWAIIAN ISLANDS.

Honolulu.		59	20,533
Hilo			9,831
Makanich			2,211
Kahului.		17	3,856
Kapaa		1	
Total		77	36,421
Value			\$17,503

MISCELLANEOUS.

Sonoma	Auckland	Gundlach-Bundschu Co.	100
"	Apia	California Wine Association	180
Mongolia	Bangkok	E G Lyons Co.	13
"	Chemulpo	S F Foster & Co.	313
Galilee	Apia	Gundlach-Bundschu Co.	500
"	Fanning Islands	Crown Distilleries Co.	3
Totmes	Hamburg	Napa & Sonoma Wine Co.	97
Ramses	Bremerhaven	H Goetjen & Co.	80
Newport	Hamburg	Gundlach-Bundschu Co.	2
Ventura	Melbourne	J D Spreckels Bros Co.	2
Total			1,533
Value			\$705

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTT'L'D	PACK'GS BULK
Sonoma	Apia	G Silleson		1
"	"	Fredericksburg Bottling Co.	1	
Galilee	Fanning Islands	Crown Distilleries Co.		1
San Juan	San Juan del Sur	Sherwood & Sherwood		2
Cy of Sydney	Champerico	Geo A Moore & Co.	2	
Mariposa	Papeete	John Rapp & Son	11	
"	"	A H Lochbaum & Co.	2	
"	"	Enterprise Brewing Co.	1	
"	"	O'Callahan, Nelson & Co.		2
"	"	Crown Distilleries Co.		1
Cy of Pekin	Corinto	Pabst Brewing Co.	25	
"	"	S F Breweries Ltd.	1	
"	Amapala	Buffalo Brewing Co.	10	
Doric	Shanghai	S P Co.	245	
St. Paul	Nome	Redington & Co.	1	
"	Tanana	Crown Distilleries Co.		30
"	St Michaels	J Schuessler & Co.	2	
"	Fairbanks	Northern Commercial Co.		240
"	Honolulu		200	170
"	Hilo		40	
"	Kahului			25
Total			541	472
Value				\$8,328

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
Alaska	Tillmann & Bendel	1 case champagne, 1/2 case gin
"	Mack & Co.	8 " alcohol, 2 cs wd alcohol
"	Crown Distilleries Co.	4 " champagne, 1 cs liquors
Central America	L F Lastreto	1 " wood alcohol
"	Maldonado & Co.	1 " mineral water
"	Tau San Mineral Water Co.	30 " "
"	C Schilling & Co.	1 keg vermouth
"	Schwarz Bros.	1 case mineral water
"	A C Bolderman Co.	3 " "
"	G H T Jackson	2 " "
"	Mohs-Freese Commercial Co.	30 " cordials
"	E G Lyons Co.	2 " cherries in m, 4 cs liq'rs
"	Bertin & Lepori	2 " mineral water
China	Eddy, Falk & Am T Co.	1 " cherries in m
"	Ti Hang Lung Co.	546 gals spirits
"	Mattoon & Co.	1 case ginger ale
"	S P Co.	5 bbls rum
"	E G Lyons Co.	130 cases liquors, 12 bbls rum
"	"	20 " cherries in m
Hawaiian Islands		1 cask porter, 87 cs min water
"		5 cases liquors, 5 gals syrups
"		2 " vermouth, 31 cs bitters
"		325 " gin, 10 cs champagne
"		10 " malt extract, 2 cs kirsch
"		8 bbls alcohol, 10 gals spirits
"		5 1/2 bbls wood alcohol
"		6 cases root beer
Japan	Mattoon & Co.	3 " champagne, 2 cks g ale
"	Williams, Diamond & Co.	30 " grape juice
Mexico	E K Smoot	5 " mineral water
"	Rufus P Jennings	20 " "
"	Thannhauser & Co.	6 " min water, 10 bbls g ale
"	C A Hooper	16 " "
"	E G Lyons Co.	14 " liquors, 1 cs fruit ext
"	"	1 " cherries in m
"	Maldonado & Co.	6 " ginger ale
"	I Gutte	2 bbls "
"	Bertin & Lepori	2 cases cordial, 36 gals cognac
"	Chapman & Wilberforce	2 " gin
"	Progress Mining Co.	2 " mineral water
"	Crown Distilleries Co.	3 " blackberry brandy
Fanning Islands	"	4 " gin
Misc Orient'l Pts	S Foster & Co.	1 " grape juice
"	E G Lyons Co.	98 " syrups, 12 cs cocktails
"	"	97 " and 12 gals liquors
"	"	88 gals rum
Samoan Islands	Union Distilling Co.	9,495 gals alcohol
"	John Wightman, Jr.	5 bbls cider
"	Frank B Peterson & Co.	25 gals "
"	J D Spreckels & Co.	2 cases liquor
Australian Ports	"	4 " "
"	Lask's Bitters Co.	100 " bitters
Total		1,202 Packages—10,217 gallons
Value		\$10,660

BRANDY.

From July 25, 1904, to August 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Mongolia	Singapore	E G Lyons Co.	1	
"	Bangkok	"	5	
Cy of Puebla	Dawson	J F Plumel		27
San Juan	Manzanillo	W Loalza & Co.		64
Cy of Sydney	La Libertad	C Schilling & Co.		27
Curacao	Ensenada	Sherwood & Sherwood	10	
"	Guaymas	Crown Distilleries Co.	3	
Ramses	Salinas Cruz	Thannhauser & Co.	5	
"	"	E G Lyons Co.	4	
Newport	New York	C Schilling & Co.		108
St Paul	Fairbanks	Northern Commercial Co.		250
"	Hawaiian Islands	"	5	
Total			33	476
Value				\$1,431

WHISKY.

From July 25, 1904, to August 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Queen	Victoria	Haslett Warehouse Co.	50	
Mongolia	Singapore	E G Lyons Co.	1	
"	Manila	"	95	
"	Bangkok	"	36	
"	Tokio	Haslett Warehouse Co.		1,113
"	Nagasaki	Crown Distilleries Co.		2
"	Manila	S P Co.	1,100	
Amer. Maru	Yokohama	Crown Distilleries Co.	2	
"	"	Mattoon & Co.	5	
Galilee	Fanning Islands	Crown Distilleries Co.	1	
San Juan	Manzanillo	Haslett Warehouse Co.	5	
"	San Jose de Guat.	Maldonado & Co.	1	
"	"	Crown Distilleries Co.	30	60
"	Acajutla	"	34	
"	"	Hiram Walker & Sons	30	
Cy of Sydney	Champerico	Crown Distilleries Co.	56	
"	"	Mohs-Freese Co.	20	
"	"	Haslett Warehouse Co.	34	
"	Amapala	"	14	
"	"	"	5	
China	Tientsin	A T & Santa Fe R R Co.	10	
Curacao	Guaymas	E G Lyons Co.	11	
"	"	Haslett Warehouse Co.	10	27
"	La Paz	Crown Distilleries Co.	15	28
"	"	"	5	
"	"	Wm Wolff & Co.	5	
Umatilla	Victoria	Haslett Warehouse Co.		126
Ramses	Salinas Cruz	E G Lyons Co.	31	221
Newport	La Libertad	Crown Distilleries Co.	20	
Cy of Pekin	Champerico	Haslett Warehouse Co.		17
"	Amapala	Hiram Walker & Sons		118
"	Acajutla	"		38
Doric	Tientsin	Maldonado & Co.	1	
"	Yokohama	Crown Distilleries Co.	3	
St Paul	Tanana	"		394
"	Rampart	"	3	
"	"	Northern Commercial Co.		273
"	Fairbanks	"		500
"	Nome	Weil Bros & Sons		10
"	Honolulu	"	78	1,673
"	Kahului	"	33	
"	Wailuku	"	10	94
"	Makanich	"		78
"	Hilo	"	20	47
"	Waimea	"	24	
Total			1,793	4,916
Value				\$18,928

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on July 31, 1904, was 178,097 tax gallons.

"Promotion Club Whiskey"

"Cordials and Bitters, Campari" (Milan, Italy)

"Castellana and White Cross Cigars"

ARE OUR LEADERS

CERRUTI MERCANTILE CO.

534-536 WASHINGTON STREET

TELEPHONE JAMES 986

San Francisco, Cal.

Personal Mention.

Joseph Naphaly, the well known attorney and vineyardist, returned during the month from an extended trip to Europe.

The California Wine and Brandy Company has established a branch at 125 Hudson street, New York. The outfitting of the place was under the supervision of George H. Malter, president of the company.

The Cosmos Cafe, Montgomery and Commercial streets, Louis Fontanel proprietor, is picking up trade nicely. Mr. Fontanel states that business during August improved quite satisfactorily. The 25-cent mid-day merchants' lunch is doing well.

Frank Cartan, of Cartan, McCarthy & Co., took a trip to the Ukiah region for recreation during the latter part of the month. Trade with his house shows a very satisfactory gain for the month.

Henry J. Grauerholz, of Hey, Grauerholz & Co., this city, is homeward bound from Germany, where he went several months ago to visit his family and birthplace. He writes from New York saying that he has had a delightful time, and that he expects to be home about September 15th.

A. Sbarboro and P. C. Rossi of the Italian-Swiss Colony were notified a few days ago by the Italian Consul of this city, that they had been made "Knights of the Crown of Italy," by his Majesty, King Emanuel of Italy. This is considered a very high honor.

W. R. Schmidt, of Louisville, Vice-President of the Jesse Moore, Hunt Co., will arrive in San Francisco on Saturday next. He comes with the famous Louisville Commandery of Knights Templar, and will remain about a week, combining business with pleasure.

Monte Cristo

(REGISTERED)

CHAMPAGNE

EXTRA DRY

THIS BRAND IS ONE OF THE LEADING CHAMPAGNES USED AT THE ROYAL COURTS OF ITALY, GERMANY AND ENGLAND; IS ESPECIALLY ENDORSED BY DEL MONICO, NEW YORK; PALACE HOTEL, DEL MONTE, POODLE DOG, MAISON RICHE MAISON TORTONI, ETC., & F.

THE ONLY GENUINE

D. P. ROSSI

Dogliani, Italy, and San Francisco

Sole Agent for the United States and Canada

TELEPHONE MAIN 1209

San Francisco Office: 1400 DUPONT ST.



PABST



Choicest Brew




THOS. W. COLLINS & CO.
GENERAL AGENTS
105 CALIFORNIA ST., SAN FRANCISCO

CLEAR AS CRYSTAL



Most Convenient Bar Package

SIERRA CAMPO WINES

California Product—Recognized by Connoisseurs as the Finest California Banquet Wines.
Used Exclusively at Shriners' Banquet. These Wines Given Award in Competition.

RED WINES

ST. JULIEN
BANQUET VIN ROUGE
BURGUNDY ROYAL

WHITE WINES

RIESLING
(Dry)
SAUTERNE
(Dry)
HAUT SAUTERNE
(Sweet Tinge)
BANQUET SAUTERNE
(Dry)
CHATEAU YQUEM
(Sweet Tinge)

Irving's California Apricot Brandy—Pure, Wholesome, Delicious
CALIFORNIA CAMPO WINE, \$5.50 PER CASE.

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Sole Controllors

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F. CAVAGNARO CO.

Sole Agents for the Celebrated

W. B. BRACE
AND
COLUMBIAN

BOURBON
WHISKIES

IMPORTERS OF THE FINEST WINES AND LIQUORS
Pacific Coast Agents Silurian Mineral Water

Phone Main 5201

544 Clay St., San Francisco, Cal.

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of July, 1904.

	Tax Gals.
Produced and bonded	5,675.5
Received from distillery, Fourth District, California	
Received from special bonded warehouse, Fourth District, California	968.6
Transferred from distillery to special bonded warehouse, Eastern districts	5,350.0
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts	1,050.7
Exported	
Tax-paid	16,588.2
Remaining in bond July 31, 1904	1,200,524.0

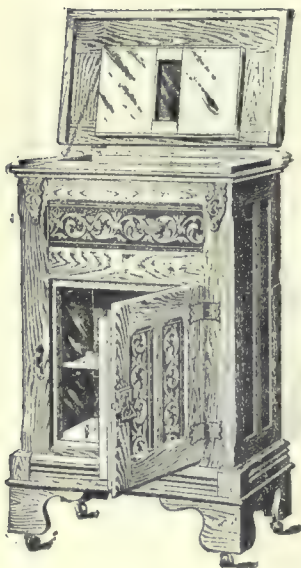
FOURTH DISTRICT—Month of July, 1904.

	Tax Gals.
Produced and bonded in this district	620.1
Transferred from distillery to special bonded warehouse, First District, California	None
Transferred from distillery to special bonded warehouse, Eastern District	None
Transferred from special bonded warehouse to special bonded warehouse, First District, California	None
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	6,747.5
Exported	None
Tax-paid	3,801.3
Remaining in bond, July 31, 1904	377,606.3

ALASKA

REFRIGERATORS

and ICE BOXES



Oak Grained,
Solid Ash,
White Enameled,
Crystal-Glass Lined,
Opal-Lined

FOR

Household,
Restaurants,
Grocers,
Butchers,
Creameries,
Cafes.

The ALASKA WILL KEEP PROVISIONS LONGER, and use LESS ICE than any other Refrigerator in the Market . . . The largest stock and greatest variety on the Pacific Coast. . . .

W. W. MONTAGUE & CO.
SAN FRANCISCO

"HERMES" VINTAGES

PERFECT

California Wines

Each barrel, each case and each bottle bears the "State of California's" label, guaranteeing its contents to be

True and Pure California Wines

Claret—Malvasia	Hock—Castle	Angelica—Victoria
Zinfandel—Tavern	Riesling—Royal Western	Muscat—Melbourne
Cabernet—Mission	Gutedel—Rheingold	Sherry—Oloroso
Medoc—Grand Vin	Sauterne—Yquem	Port—Trousseau
Burgundy—Cote d'Or	Haut Sauterne—Monopole	

ROYAL WESTERN—CALIFORNIA CHAMPAGNE
A Fine, Sparkling White Wine

The above are the Finest Wines California produces. They are sold by all first-class Hotels and Restaurants.

Distributors Wanted

FOR PRICES, ETC., APPLY TO

H. J. WOOLLACOTT,
ESTABLISHED 1880

LOS ANGELES, - - - CALIFORNIA



August, 1904.

FROM ANTWERP—Per British ship "Peleus."

142 cases wine	Order
47 csks	"
1495 cases gin	"
5 csks	"
20 bbls brandy	"
995 cases whisky	"
233 bbls	"
25 octvs	"
700 cases vermouth	"
1 csk cognac	"
100 cases mineral water	"
280 bbls ale	"
35 " stout	"
350 cases Geneva	"

FROM ANTWERP—Per French ship "Duchesse de Berry."

275 cases whisky	Order
115 csks wine	"
400 cases vermouth	"
255 cs and 2 csks brandy	"
425 cases mineral water	"
500 " gin	"

FROM ANTWERP—Per bk. "Homeward Bound."

15 csks brandy	Order
50 " marsala	"
20 cases liqueurs	"
73 " wine	"
760 " fernet	"
300 " mineral water	"

FROM GENOA VIA PANAMA—Per s.s. "City of Pekin."

2 cases wine	Order
--------------	-------

FROM LIVERPOOL—Per British ship "Glenburn"

100 bbls ginger ale	Goldberg, Bowen & Co.
1 hhd whisky	California Club
1 " "	Pacific Union Club
5 cases stout	W. H. Campbell
15 " ale	"
125 " whisky	Wm. Wolff & Co.
150 bbls ginger ale	"
15 octvs whisky	Chas. Meinecke & Co.
102 cases	A. Vignier & Co.
10 csks	Jas. Gibb
250 cases	O. W. Craig & Co.
20 octvs sherry	Order
320 cs and 20 csks whisky	"
190 cs and 10 hhd beer	"
95 bbls ale	"
408 " stout	"
55 cases gin	"

FROM HAMBURG—Per s.s. "Hathor."

660 cases mineral water	Order
25 " wine	Henry Linsheimer
27 " "	Order
17 " "	"
100 " beer	Crown Distilleries Co.
1 " "	Fred Hahlweg
40 " wine	G. A. Moore & Co.

FROM ANTWERP—Per British bk. "Wanderer."

300 cases quina bitters	Order
25 " punch	"
300 " abstinthe	"
65 " mineral water	"
76 " cognac	"
100 " bottled beer	"
200 " Amer. picon	"
85 " brandy	"
10 " liqueurs	"
120 " and 33 octvs wine	"
7 csks and 2 qr csks	"
1 butt wine	"
1500 cases vermouth	"
250 " fernet	"
20 csks and 30 octvs gin	"
173 bbls whisky	"

FROM LONDON—Per s.s. "Aztec."

100 cases wine	Order
----------------	-------

FROM GENOA—Per s.s. "Aztec."

101 cases liqueurs	Order
--------------------	-------

FROM ANTWERP.

70 cases cognac	Order
-----------------	-------

FROM VICTORIA—Per s.s. "Nevadan."

500 cases whisky	V. W. Gaskill
------------------	---------------

FROM VANCOUVER—Per s.s. "Queen."

55 bbls beer	B. B. Imp. Co.
--------------	----------------

FROM PUGET SOUND—Per s.s. "Umatilla."

35 bbls beer	Order
--------------	-------

Personal Mention.

Siebe Bros. & Plagemann, while acknowledging a dull mid-summer, are able to report a very satisfactory improvement in business during the latter part of the month. They also find that August trade compares very favorably with the volume of business done at this time last year. They anticipate a good trade next month.

The excellent quality of Hommel's Champagne is rapidly bringing it into popularity, as is shown by the fact that it is to be exclusively used at a banquet to be held at the St. Francis Hotel, this city, on the occasion of the formal delivery of the battleship Ohio to the Government. The wine was selected by the committee of connoisseurs in preference to all other brands.

The Golden Eagle Distilleries Co., 417-419 Montgomery street, has taken the general agency for Humboldt mineral water. A few years ago it was a very popular water in this market, and there is no good reason why it should not be popularized again. It makes a finer lemonade than the Napa Soda and mixes well with all wines and liquors. Aside from this it possesses valuable medicinal qualities.



DUNKLEY'S

GENUINE

KALAMAZOO

"Celerytone"

TRADE MARK

The
Standard
Celery
Preparation

For Making Delicious, Bracing

"Celerytone" Cocktails.

"CELERYTONE"

TRADE MARK

Is distilled and prepared from the famous Kalamazoo Celery, and contains all its well-known peculiar medicinal properties, which act in a wonderful way in all cases of Nervous Exhaustion, Stomach Troubles, Impotency, Dissipation, Wasted Energies, Excesses, Rheumatism, Gout and Headache. As a morning bracer, appetizer and nerve giver, it has no equal.

DUNKLEY COMPANY

KALAMAZOO, MICH.

E. G. LYONS & RAAS CO.

SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.



LOS ANGELES DEPARTMENT



LOS ANGELES, Aug. 20.—Grape growers find cause for deep concern in the extremely hot weather that prevailed so much of the time early in August. It is said that though the vines that are irrigated are faring well enough, the vineyards that are not so situated are in a bad way. In the non-irrigated vineyards the grapes are said to be drying up at such a rate as to warrant the assertion that the expected big crop this season will be much curtailed. But not even the prospective loss of a portion of the season's crop gives any hope of better prices to growers for the cellars are so full of wine that the makers have no present idea of offering as much as they paid last year for grapes.

Before the continued hot spell spoiled the calculations it was estimated that the grape crop in the south this year would amount to 45,000 tons. There is a lack of accurate data on which to base a revised estimate, though it is conceded already that much damage has been done. It was expected that the thirteen leading wineries of Southern California would this season crush about 22,000 tons of grapes.

It has been determined by spirit makers in the South that the logan berry makes excellent brandy, and as that hybrid fruit is being raised in large quantities it is possible much of it will be worked up into a beverage.

At a meeting this month the police commissioners voted to transfer the license of the Imperial cafe from Maier & Zobelein to the new company operating the place.

P. J. Flynn proposes to test the legality of the law prohibiting the sale of liquor within a mile and a half of the Soldiers' Home, near Santa Monica. He questions the constitutionality of the law.

Frank M. Rockhill, capable and popular mixologist at Dan Jerrue's, took several weeks vacation at the hunting and fishing grounds and feels better for it.

Many friends of Guy B. Barham, internal revenue broker and president of the State Board of Bank Commissioners, will sympathize with him in the loss of his only daughter, a charming and lovable girl who was the idol of her father's eye.

Charles Stern & Sons (incorporated) expect to have a good output this season at the Stalder winery.

Joseph Young of Orange has opened up his new winery at De Luz, in the Escondido district.

At Artesia the new winery owned by a corporation of growers will soon open.

About September 2d the Cucamonga winery of the California Wine Association will begin crushing. The winery is run in the name of Al Morrow.

G. F. Merriam & Son at San Marcos will begin operations about September 1st.

The Downey Vintage Company has begun distilling.

Charles Falkenstein, for many years in charge of H. Jevne's wine department, is now with H. J. Woollacott, having succeeded Leo Sutter as manager.

It is given out that the Sierra Madre Vintage Company will begin the season's operations September 15th.

About September 1st is the date set for the beginning of work at the new and fine winery of the Italian Vineyard Company at North Cucamonga.

August Weber of Salter & Weber, proprietors of the Magnolia, in South Spring street, will soon go on an extended visit to the East. There is a rumor that before he goes away he may sell his interest in the popular resort.

While Dan Jerrue passes all his time at his Catalina place during the summer, his partner, W. H. Hevren, member of the firm of D. B. Jerrue & Co., pays attention to the Los Angeles house. The Avalon place is having a big business, according to reports that come from the island.

Henry Braun, local agent for the Rainier beer, was beaten in a horse trade the other day and now his friends think he is too easy.

Hugo Goldsmidt expects to crush a thousand tons of grapes this season at the Sunset wineries and distilleries.

Work on the new Mathie brewery is progressing so well as to warrant the assertion that the establishment will soon be ready to begin operations. The new brewery is to be fitted with the most modern machinery and will be perfect in its appointments.

COSMO MORGAN LOS ANGELES

Commission Merchant

SOUTHERN CALIFORNIA AGENT FOR

CALIFORNIA WINE ASSOCIATION

SAN FRANCISCO



Accounts placed in my hands for presentation in Southern California will have earnest attention. I have travelers on the country trade and attend to city personally.



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.

Walkerville, Canada

LONDON

NEW YORK

CHICAGO

MEXICO CITY

VICTORIA, B. C.

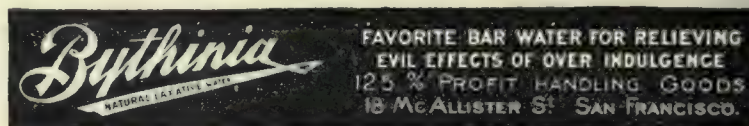
ALONG THE LINE

Paul Moroney, who for several years was night manager of the Hoffman Cafe and later filled the same position in Bob Kern's Bouquet Bar, has accepted a similar responsibility in The Lacey. In this work Mr. Moroney is one of the best known and popular men along the line. What makes him a specially valuable acquisition to any retail place in the heart of the city, is the fact that he has a host of friends not only locally but among the traveling public. Considering these facts, Col. Dibble of the Lacey is fortunate in securing his services. On the night that Mr. Moroney assumed his duties, his friends on the line assembled at the Lacey and gave him a rousing send-off.

The firm of Rossi & Cordano has dissolved, Mr. Cordano retiring on account of ill-health. The business will be continued by Mr. Rossi, on the old lines—serving the trade of the place with the finest in the market. This house handles the best business in that section of the downtown district. There is nothing too good for the customer, a fact that accounts for the success of the place. If you are in that part of the city and "need" something, make your necessity known and your wants will be properly attended to.

Mine Host Gearhart, at Powell and O'Farrell street, has completed some very striking improvements during the past month; so much so that old patrons of the place would have difficulty in recognizing it. This statement applies only to the embellishments, as the service and quality of the goods are as usual unsurpassed. The new fittings are all in mahogany, plain but highly artistic, the back bar being particularly attractive. Handsome cases, reaching to the ceiling, for the display of goods in glass, cover the entire walls. The house is handling its full share of trade.

Among the comparatively few bars in the city that have fared well during the extremely dull summer months, is Dollman's Cafe, at 328 Pine street, opposite the Stock Exchange. Mr. Dollman is a young man, but one of wide experience in business matters a fact that is demonstrated by success in taking a "dead" place and making it a thoroughly "live" one in a comparatively short time. His bar holds the very best of all classes of goods, while the special mid-day lunch for business men is not excelled in this city. This combination is hard to beat.



THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
Known
Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



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For
Over
Half a
Century

HILBERT MERCANTILE COMPANY, DISTRIBUTERS FOR CALIFORNIA
AND THE ORIENT

136-144 Second Street, San Francisco, Calif.

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

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*For Everybody
Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH

The **YELLOWSTONE SALOON**
MERCHANTS' LUNCH

22 MONTGOMERY STREET

San Francisco, Cal.

Telephone MAIN 1447

Hotel Montrio

Russian River Station

**Sportsmen's
Ideal Resort**

*Black Bass Fishing
Deer Hunting*



*Fine Cuisine
Bathing, Boating*

CHAS. F. CARR, Proprietor

Telephone Drumm 45

PH. DE MARTINI

El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.
SAN FRANCISCO

T. M. FERGUSON719 MARKET STREET
SAN FRANCISCO

TELEPHONE MAIN 1030

... WHOLESALE and RETAIL ...

HEADQUARTERS FOR **OLD CROW WHISKEY** IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

WINES, BRANDIES AND WHISKIES

Branch, 584 California Street

Telephone MAIN 1891

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SAMUEL BROS. & CO.

OFFICE

521-523 Market Street

San Francisco, Cal.

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RIVERSIDE VINEYARD CO., Reedley, Fresno Co., Cal.

Producers and Shippers of California Sweet and Dry Wines, Distillers of California Grape Brandies

NEW YORK OFFICE, Mt. Diablo Vineyard Co., 22 Desbrosses St., Cor. Greenwich

ALONG THE LINE

California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

THOMAS H. LINDSAY
President

Mayfield Will Be a Dry Town.

THE town of Mayfield, in San Mateo County, near the Stanford University, has gone wrong. The anti-saloon league got the Town Trustees hypnotized and on the 15th inst., they passed an ordinance prohibiting the renewal of retail liquor licenses after those now issued expire. That will be at the close of the present year, and at that time the eight saloons and hotel bar-rooms will be closed, leaving Menlo Park as the place nearest to the University where beer and liquor may be had at retail.

It is reported that the saloon men will not abide by the decision of the Town Trustees, but will carry the matter into court and question the legality of the ordinance. The retail dealers very properly contend that a popular vote by the citizens of the town is necessary to make the ordinance stand, and funds are now being raised to test the matter.

Colonel Ed. Wagner of the Press, 15 Third street, has added another useful and ornamental piece of furniture to his unique and interesting resort. It is in the shape of a safe deposit safe intended wholly for the accommodation of his patrons. These safes are conveniences that are highly appreciated by customers either from the city or country. Mr. Wagner finds business holding up well, considering the prevalent dullness and predicts a good trade year following the coming Presidential election.

National Retailers' Association to Meet.

OFFICIAL CALL.

To whom it may concern: The Twelfth Annual Convention of the National Retail Liquor Dealers' Association of the United States of America will be convened at Howard's Hall, 3001 Olive street, St. Louis, Mo., at 10 a. m. on Tuesday, October 11, 1904, for the reception of the reports of the officers and the transaction of such other business as may be for the best interests of the Association.

The said Convention will continue its sessions from time to time until all business brought before it has been duly and legally transacted.

Each State Association duly affiliated with the National Association is entitled to three delegates and three alternates, together with the members of the Executive Committee and National officers from said State, as per Section 2, Article IV of the Constitution.

Liquor Dealers' Associations not affiliated with this Association are cordially invited to send representatives and take part in the deliberation of the Convention.

The Executive Committeeman from each State is requested to present a written report of the work of his association during the past year.

The Hotel Crescent, 2800 Locust street, St. Louis, Mo., will be the National headquarters, and all delegates are especially requested to register at this hotel. Rates: European plan, \$1.00 per day and up.

All information regarding accommodation, etc., can be obtained by addressing H. J. Hinsman, Secretary of Reception Committee, 8419 South Broadway, St. Louis, Mo.

The National Executive Committee will meet in the parlors of Howard's Hall, Olive and Garrison streets, St. Louis, Mo., on Tuesday morning, October 11th, at 9 o'clock, for the transaction of such business as may come before it.

Further information regarding the Convention can be obtained by addressing the National Secretary at his office, 109 Randolph street, Chicago.

E. L. JORDAN, President.

ROBT. J. HALLE, Secretary.

LASH'S BITTERS
TONIC LAXATIVE

Escalle's



California's
Most Famous
Road House

Midway of Sausalito and
San Rafael

A RESORT FOR GENTLEMEN AND LADIES.

Finest Wines and Liquors

SERVICE UNEXCELLED

Evergreen Private Arbor-Booths

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PROPRIETOR

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All the Leading
Brands of Case
Goods X X
Ten cents straight

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SAN FRANCISCO, CAL

JOHN L. HERGET



ON THE DOWN-TOWN LINE.

SHUFFLE
BOARD



FINE
LIQUORS



DROP-IN RESORT—For Architects, Builders and Business Men Generally



AGENTS
AND
DISTRIBUTERS
For the
Following
Case
Goods:



Aquavit—Jorgen B. Lysholm, Thronhjelm, Norway, Mfr.
Swedish Punch—Axel Bagge & Co., Göteborg, Sweden, Mfrs.
Swedish Rent Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
Pomerans Branvin—O. P. Anderson & Son, Göteborg, Mfrs.
John Ramsay Scotch—Port Ellen, Islay, Scotland, Mfr.
Anderson S. M. Whiskey—Bottled in bond, strictly pure.
Pepsin Bitters—Ernst L. Arp, Kiel, Germany, Mfr.
Damiana Bitters—Sole Proprietors and Mfrs.
Kornschnapps—E. Magerfleisch, Mfr., Wismar, Germany.

NABER, ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

Along The Line

Uncle Sam and the Special Retail Tax.

UNDER date of August 1st, the Commissioner of Internal Revenue has made a ruling of interest to all retail liquor dealers. It is herewith given:

"A person who purchases the business of a retail liquor dealer, leaving the latter in charge to continue the sales of liquor, is required to make sworn return and pay special tax himself as the principal and owner of the business, and to take out the special-tax stamp in his own name. The special-tax stamp of the retail liquor dealer who sold out the business to him cannot be made to answer for him, even though the retail liquor dealer who has thus sold out his business is left in charge of it by the purchaser and continues to sell liquors under his special-tax stamp at the place of business thus sold out.

Chicago Bartenders Threaten Early Closing.

MATTERS are getting in a bad way in Chicago, owing to the contest going on between the Barkeepers' Union of that city and the Retail Liquor Dealers on the proposition of "a day off." The men demand this concession and the employers bluntly refuse it. The so-called reform organizations of the Windy City see in this situation an opportunity to secure the early closing of the saloons. To this end the barkeepers have been asked to join a movement to compel retailers to close their places at midnight or earlier, and are giving the proposition serious consideration.

To the stranger within its gates Chicago is bad enough now, with no restriction as to the hours in which one can secure the stuff to cheer up with until he can get out of town; but with "nothin' doin'" after say 11 o'clock! Perish the thought. From this point of view it appears that the bosses would be choosing the lesser evil by making the desired concession, as was done in San Francisco, by the houses that became unionized.

How Is This for Progress?

A NEW constitution, adopted by the Franklin County (Illinois) Retail Liquor Dealers' Association, is possibly the strongest, from a moral standpoint, that has ever been adopted by a liquor organization in the country.

No saloon-keepers except those of good moral character, can be admitted. The constitution also provides that saloon-keepers, who run disorderly houses, or who have in connection with their saloons houses of ill repute, cannot be received.

The aim of the organization, members say, is to have all disreputable saloon-keepers prosecuted for all violations of the law.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

J. J. HANLEY, Secretary

Proprietors Claiemoor Whiskies

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Bouquet Bar and Grill

*Sweldest Midday Lunch
in the City*

Phone MAIN 1316

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634 MARKET STREET

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DIRECT IMPORTATION
Finest Wines and Liquors
Unsurpassed Merchants' Luncheon
FROM 11 A. M. TO 2 P. M.

*Sweldest Resort in the
Down-Town District*

Montgomery and Commercial Sts.

The Alcazar Cafe

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JAMES P. DUNNE & CO.

FINEST WINES AND LIQUORS
a Specialty

Ellis and Stockton Streets
Market and Eddy Streets
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PURE VINA
GRAPE BRANDY
From
Senator Leland Stanford's
Vina Vineyard
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SIEBE BROS. & PLAGEMANN
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HAYDEN'S

Old Grand Dad

Whiskey

93 Third Street, San Francisco

*Hot and Cold Lunch Free
Day or Night*

Phone Red 3312

*All Kinds of Sandwiches
Straight Goods Only*

OPEN ALL NIGHT



PETE TORMEY

This Sort of Fighting Should Win.

THE Retail Liquor Dealers' Association of Pendleton, Oregon, organized for the campaign against prohibition and local option. To begin with, all contributions to churches are to be stopped, the Salvation Army is tabooed and nine business houses whose proprietors advocated local option were placed on the black list, as was also the Portland Journal. Saloon men say during the past year they have contributed more than \$1,000 to local churches, besides a great amount to charity.—*Washington Liquor Dealer.*

B. A. Jouanau, proprietor of the Liberty French restaurant, 706 Montgomery street, announces that he has bought his mother's interest in the business and will conduct it in future as sole proprietor. This is without question, the best 25 cent restaurant in the city, the quality of the food and cooking, and the service being far better than could be expected for the price. Mr. Jouanau was formerly proprietor of the restaurant at 800 Montgomery street.

Dunkley's Kalamazoo "Celerytone" has become the recognized celery preparation for the flavoring of drinks. It is distilled from the root hearts of the world-famous Kala-

mazoo celery, and as an appetizer or bracer is unequalled. A Celerytone cocktail not only steadies the nerves, but creates a wholesome desire for food, while at the same time it is a delicious beverage. Celerytone is for sale by all wholesalers. The E. G. Lyons & Raas Co. are special wholesale agents in San Francisco.

Telephone Rush 834

J. R. LAFONTAINE

Job Printing of Every Description

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Corner Montgomery

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Mission Street

San Francisco,
Cal.

(ESTABLISHED 1852)

DISTILLERS
OF . . .

HIGH GRADE CORDIALS

ESTABLISHED 1852



PURE FRUIT BRANDIES PURE FRUIT SYRUPS

Pine Apple in Maraschino

Cherries in Maraschino

OUR SPECIALTIES



PURE FRUIT BRANDIES

Raspberry
Strawberry
Pine Apple
Apple
Peach, Pear
Apricot
Cherry
Blackberry

PURE FRUIT CORDIALS

Raspberry
Strawberry
Apricot
Peach
Pear
Blackberry
Cherry
Pine Apple

CREMES

Vanilla
Rose
Violet
Moka
Cocoa
MENTHE
Noyaux

PURE FRUIT SYRUPS

Raspberry
Strawberry
Pine Apple
Orange
Lemon
GRENADINE
Orgeat
Blackberry

CURACAO

Orange Bitters
Maraschino
Pousse Cafe
Anisette
Cassis
Kirsch
Bernardine

Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

PHONE BUSH 40

JOHN J. KREISS

FORMERLY WITH JAMES GIBB

STRAIGHT BELMONT BOURBON AND ASTOR RYE

616 MONTGOMERY ST.

COR. MERCHANT

SAN FRANCISCO, CAL.

J. WERLE

SUCCESSORS TO

AUG WILLOH

MOHNS & MOHNS



**Wine and
Liquor
Merchants**

29 MARKET ST.

TELEPHONE MAIN 310

SAN FRANCISCO, CAL.

Astor Whiskey

SHEA BOCQUERAZ CO.

Controllers

ASTOR DISTILLERY

M. SELLIGER CO., LOUISVILLE, KY.

The World's
Finest Liquors



The Lacey



Opposite
Palace Hotel

SAN FRANCISCO'S MOST MAGNIFICENT SALOON

PHONE BUSH 739

In
the
Wood

624 MARKET STREET

BOULEVARD

THAT'S—ALL—WHISKEY

BUNEMAN MERCANTILE CO., Inc.

Phone Main 5041

317-319 Front Street
SAN FRANCISCO, CAL.

ALONG THE LINE

A Wise Decision.

THE California Liquor Dealers' Association has decided not to make a campaign for an amendment to the Charter, curtailing the powers of the Police Commission, and making the Board of Supervisors a court of appeal. After seriously considering the situation, it was the consensus of opinion that it would be unwise to take up this contest at this particular time. The meeting was satisfied that the so-called Civic Association (another name for the Anti-Saloon League) would secure enough names to the petition being circulated to make the question of high license an issue in the coming election, and decided that the best course to be pursued would be to concentrate the fight on this one proposition.

As the hypocritical "antis" have a specious and plausible argument to set forth, it behooves the voters in whatever way identified with the traffic, to put on their war paint for a hard battle and to enlist every one of their friends in the contest. In this way only can this battle be won by the liquor interests.

The proper curbing of the Police Commission can be safely left for future action.

Rome Harris of 133 Montgomery street was a little dilatory in taking his annual outing, but when he did take it he did the thing properly. In the fore part of the month he was the honored guest of Douglas White, owner of the famous yacht Ramona, and with other friends of the popular yachtsman, enjoyed a very delightful cruise down the Southern coast. The Ramona stopped at Santa Cruz, where the party were treated royally, their entertainment including a swell banquet given by prominent citizens of the city, followed by a trip to the big trees. They sailed on to Santa Barbara, where the good things of that charming city by the sea were showered upon them. The cruise ended at San Diego. Mr. Harris being a genuine sailor, with sea legs to spare, enjoyed every moment of the trip. The party was composed of Captain Douglas White, Carl Westerfeld, Bob Morrow, Bert Foster, Fred McWilliams, William McCarthy and Rome Harris.

The up-to-date saloon is not complete in these days without a safe-deposit safe, for the convenience of patrons, and as a consequence they are being generally installed in all first-class houses. Accommodation of this kind not only develops country, but city trade. Patrons find it very handy to have a box in which to keep money and valuables temporarily, to which they have sole and ready access. The majority of these safes are made by the Parcells, Greenwood Company of this city. Their prices are right and the interior arrangement of the safes can be readily made to suit the purchaser.



**Billiard and
Pool Tables**

— and —

SUPPLIES



**BAR FIXTURES ...
BOWLING ALLEYS**

BOWLING SUPPLIES

THE BRUNSWICK-BALKE-COLLENDER CO.

652-656 MISSION STREET,

TELEPHONE MAIN 1436

SAN FRANCISCO

THEO. GIER COMPANY

Wine and Liquor Merchants

Our Specialties are straight and
blended whiskies, and pure
wines from our own vineyards



**OAKLAND, 511, 513, 515 Fourteenth Street
SAN FRANCISCO, 116 Battery Street**

VINEYARDS:

LIVERMORE, Alameda County
NAPA, Napa County
ST. HELENA, Napa County



WHERE TO GET GOOD THINGS TO DRINK AND EAT.

TEVENDALE & LINDSAY

I. S. R. TEVENDALE
NEIL LINDSAY

DEALERS IN

**Fine Wines
and Liquors**

Telephone RED 5069

536 Sacramento Street
NEAR MONTGOMERY STREET

Straight Goods Our Specialty

San Francisco, Cal.

C. H. FRÖLICH

Wines and

Brandies

Telephone 396
Main . . .

**330
Market Street
SAN FRANCISCO**

Domestic and
Export Trade

Phone Main 5955

Gentlemen's Mid-day Lunch



ROME HARRIS

**133 MONTGOMERY ST.
SAN FRANCISCO**

HIGH GRADES OF
STRAIGHT LIQUORS

Occidental Hotel
Opposite



TEL. RED 3901

CHARLES KAUFMANN
LAWRENCE CAMPBELL

The **EAGLE**

N. E. Corner
MASON AND O'FARRELL STS.
San Francisco

Cafe Entrance, 302 Mason Street

Fine Wines and Liquors

BUFFALO

**NEW BREW
BOHEMIAN**

Sacramento, Cal.

BREWING

A. H. LOCHBAUM CO.
AGENTS
125 KING STREET
PHONE 1010 MAIN

**PALE EXPORT
CULMBACHER
PORTER**

COMPANY

KENNEL CLUB WHISKY

Unrivalled for Purity, Flavor and Excellence.

The Highest Grade Bourbon

Found on First-Class Bars

RUSCONI & FISHER,

Sole Agents
for Pacific Coast,

116

**LEIDESDORFF ST., COR. HALLECK, &
SAN FRANCISCO.**



(TRADE MARK)

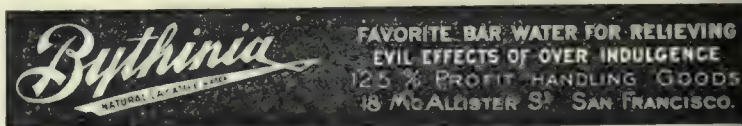
ALONG THE LINE

Mitchell's Swell Grotto.

John L. Herget of Golden Gate avenue and Taylor street is nothing if not enterprising. Recently he thoroughly remodeled his retail department, and now he has made another long step in the way of advancement. The wholesale branch of his business has outgrown its limits and he found it necessary to remove it to the downtown district where ample room was available. That part of his premises formerly devoted to the wholesale trade has been converted into a grotto for the purpose of catering to the class of the community which desires good things to eat and drink. "Mitchell's" Grotto will be equipped to satisfy the wants of the plain hungry man as well as the epicure. A specialty will be made of dainty dishes such as are appreciated by good liver. Particular attention will be paid to catering to the after-theater diners, who will find this place the swellest and most thoroughly up-to-date and respectable in the city. That the best is none too good for the young man's customers is partly indicated by the fact that the grotto is finished in rich natural woods, while the floor is carpeted with fine velvet carpet. Do not overlook Mr. Herget's corner when you are either hungry or thirsty, for your wants will be properly attended to.

Mrs. J. Soulages, wife of the well known wine and liquor merchant of that name at 618 Sacramento street, returned from a four months' trip abroad on the 17th inst. The lady spent the most of her time traveling through France and visiting her mother, who resides in the French capital. Mrs. Soulages had a very enjoyable time and returned in excellent health and spirits, but says she has no desire to again visit her birthplace. She regards San Francisco as far superior to Paris both as a residence and for pleasure. Mr. Soulages, who has been rather "dumpy" during his term of "grasswidowerhood," is himself again.

Carl Feutsch of the Buffalo Hotel, Sausalito, is enjoying his full share of the business on that side of the bay, and considering the sluggishness of the present season, has no cause for complaint. His hotel is well patronized, and his bar, which carries all the leading brands in the market handles a wholesome volume of trade. The fishing from the Buffalo wharf, which is always an attraction, has improved during the past month and some fine catches have been made. Carl makes a practice of treating his patrons right, and that accounts for the fact that he is a successful caterer, not only at the Buffalo, but at his city establishment, Tyroler Hall, 219 Second street.



JOHN WIELAND BREWERY



Brewers and Bottlers of
the Best Beer on Earth
Awarded Medal at
Paris Exposition, 1900



WIELAND'S
EXTRA PALE
LAGER BEER

A WESTERN PRODUCT



Telephone 759
South



**Bassity's
Cafe . . .**

Jerome Bassity
Proprietor

The

1102



1102
Market Street and
1 Turk Street
San Francisco

Come and try our Wonderful Champoreau—A Grand Bracer

The **Celebrated
Champoreau**

**FINE WINES,
LIQUORS AND
CIGARS**

J. B. CASADEBAT, PROPRIETOR
HOT LUNCH AT 8 A. M.

532 MERCHANT STREET
BET. MONTGOMERY AND SANSOME, S. F.

Most Handsomely
Decorated Saloon
in San Francisco

Headquarters for
Mining and
Stock Men



"Sam Mount's"

Fine Wines and Liquors

330 Bush St.
SAN FRANCISCO

TELEPHONE
RED
2671

TELEPHONE MAIN 5325

Thos. J. Walsh & Co.

733 MARKET ST.
SAN FRANCISCO
CAL.

BAR SUPPLIES with
Standard Brands
of WINES AND
LIQUORS

**The
Chronicle
Bar**

HIGHEST
GRADES OF
LIQUORS

P. W. WOBBER
Proprietor

644
MARKET
STREET
San Francisco

TELEPHONE MAIN 1123

THE BUFFALO HOTEL

SAUSALITO
CALIFORNIA

CARL FUETSCH, - Proprietor

FIRST-CLASS BAR
FAMOUS CHOWDER AND LUNCHES

LOCATED OVER THE WATER
FINE MARINE VIEW
FISHING AND BOATING



TYROLER HALLE

Opposite
John Wieland's Brewery

219 Second Street Tehama Street
SAN FRANCISCO, CAL. Corner

Fine Wines, Beers, Liquors
and Cigars

CARL FUETSCH, - Proprietor

ALONG THE LINE

Rev. Phillips Acknowledges His Debauch.

THE Rev. Wiley J. Phillips, editor of the *California Voice*, rabid prohibitionist, has, after several weeks of consideration, calmly informed his readers that he is "the limit" as a bad man, from the prohibition standpoint. Some time ago the papers of the State were full of accounts of a grand drunk the gentleman indulged in in Oakland, while a delegate from Los Angeles to the Prohibition State Convention. At that time some of the friends of this "uplifter of the downtrodden" rushed into print and vociferously alleged that these stories were the machinations of the rumsellers; that they were gross libels and that the liquor interests had employed a base man to impersonate the Rev. Mr. Phillips, etc. Furthermore that at the time he was asserted to be enjoying a wild spree he was well on his way to the World's Fair.

And there you are. This miserable, false, unscrupulous "leader" could not stand for the awful lies that were being circulated in his behalf by his friends. So far this is one good point in his favor, but, after stating over his own signature, in his own paper, concerning his grand debauch that "I could not believe the newspaper reports, but have since been obliged to face the cold facts which have appalled me," he comes at the public with the same old halleluja. Listen to his blasphemy:

"My attitude at this time is one of sincere prayer to the Almighty and living God who hears the cry of the prisoner for triumph within and for help and sympathy of the Christian world from without. * * * I ask you to believe in my integrity of purpose and believe me when I say that from this day forward I shall, with God's help, with strengthened motives and with unconquerable zeal, fight this thing as I never have before."

And the Prohibition suckers will continue to put up the money to keep such as this in food and clothes, and money to get on a periodical drunk, whenever the desire to have a good time seizes this reformer of drunkards and saviour of souls. And decent, sensible people have to go out and fight such scum as this at the polls, to keep the senseless public from following them like sheep follow a bell wether. Bah!

The line has lost one of its best known and popular members in the person of Gus Massey, of Powell and O'Farrell streets. We do not mean that Mr. Massey has "passed in his checks," but that he has disposed of his saloon and has engaged in business in the interior. In connection with H. H. Dunlap, he recently purchased the Hotel Antler, in Nevada City, Cal., and will henceforth be a genuine boniface. The hotel stands in high repute, particularly for the excellence of its cuisine, the table being one of the best outside of San Francisco. We bespeak success for Mr. Massey in his new vocation, but hope that some future day he will contract the fatal San Francisco "fever," and return to his old haunts.



P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.



Harry Adler

—THE DAVY CROCKETT—

H. B. ADLER, Proprietor

SAN FRANCISCO'S MOST POPULAR SALOON

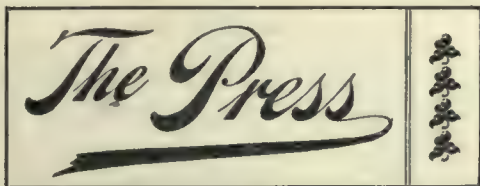
Headquarters for Newspaper Men and the "People" Generally

EVERYTHING UP-TO-DATE

842 MARKET STREET

Phone Clay 351

Next New Examiner Bldg.



FINE WINES AND LIQUORS

Steam Beer and Lager on Draught

E. L. WAGNER, PROP.

15 Third Street

San Francisco, Cal.

PHONE PAGE 1527

AUBERT & LABORIE

FINE WINES AND LIQUORS

TAMALES, HOT LUNCH

Excellent Service and Accommodations.

Cor. Scott and Oak Streets, San Francisco, Cal.

House Founded 1853

Bank Exchange

South-East Cor. Montgomery and Washington Sts.

IMPORTER OF

Famous Old Campbeltown SCOTCH WHISKY

Pisco de Italia, Madeira Wine

Sazerac de Forge & Sons Brandy

DUNCAN NICOL

Merchants' Tavern

JOHN C. KNOBLOCH

410 California Street
SAN FRANCISCO

WINES AND LIQUORS

Special Merchants' Lunch

from 11 till 2 p. m.

WE HAVE NOTHING TO OFFER THE TRADE, EXCEPT

Fine Goods, Square Prices

Honorable Dealing

SOLE AGENTS AND DISTRIBUTORS
OF THE CELEBRATED

"Castlewood" Bourbon and Rye

CARTAN McCARTHY & Co.

Established 1873

IMPORTERS AND WHOLESALE

Telephone Main 1817

LIQUOR MERCHANTS

OFFICE
312 Sacramento St.

SAN FRANCISCO, CAL.

WAREHOUSE
311-13 Commercial St.

ALONG THE LINE

Unity Club Grows Sturdily.

At the recent meeting of the Unity Club, the following were elected officers for the ensuing six months: William T. Boothby, president; John Connolly, vice-president; H. J. Burns, secretary; R. L. Harrington, treasurer; Harry J. Lewis, auditor; board of directors, Charles Curn, W. J. Corlett, M. J. Flaherty, Robert Anderson and John Hooper.

The Unity Club is composed of barkeepers employed in the best saloons of this city and has been a success from its inception, three months ago, and now numbers over one hundred members, all of whom are leaders in their calling. The aims and objects are to help each other and to provide employment for its members out of positions. Its success in this undertaking will show for itself when it is stated that there is not a member of the club out of work at this time.

The club also aims to foster a friendly feeling between its members and their employers and already has the best wishes of the saloonmen in general, as it does not aim to take part in any disputes arising between employers and employes. The club has fitted up nice quarters at 850 Mar-

ket street, rooms 5 and 6, which is a decided novelty for men in this line. Each member is provided with a key and it certainly is a pleasant place for the single members to rest themselves after a hard day's work. The members of the club are enthusiastic over its prospects, as new members are coming in at every meeting and it is freely predicted that the club will easily have 200 members in less than six months. The Unity Club no doubt fills a long-felt want in this city and we wish it success in its laudable undertaking.

Charlie Kaufmann, of Kaufmann & Campbell, O'Farrell and Mason streets, states that he has no special project on hand at present, except a prospective hunting and fishing trip. The young man is a very successful fisherman, in his way. He always takes with him on these trips a real nimrod who brings in the game and fish, while Charlie gracefully watches the camp and holds a hammock down. Mr. Kaufmann reports business at the Eagle picking up nicely, and finds no cause for complaint. He looks for a fine fall and winter trade.

The Leidesdorff Bar at 520 Sacramento street, has changed hands, the new proprietor being Ed. Perazzo, who is thoroughly familiar with the business of catering to the public. The place is well located and will be conducted in first-class style. The manager is W. Haker, long connected with the National Brewing Co. of this city.



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

DISTILLERS AND

WHOLESALE LIQUOR DEALERS

SAN FRANCISCO, CAL.

LOUISVILLE, KY.

WHERE TO GET GOOD THINGS TO DRINK AND EAT.

ERNST SCHRAUBSTÄDTER

Established 1864

EMILE A. GROEZINGER



A. FINKE'S WIDOW CHAMPAGNES

809 MONTGOMERY STREET

TELEPHONE RED 161

CABLE ADDRESS: FINKE

San Francisco, Cal.



JOHN BAZZINI

A. C. DRAYEUR

A. BERTA CO.

Tropical and Domestic Fruits

... GREEN GROCERS ...

Hotels, Restaurants, Cafes, Families and Shipping Supplied

526-530 Montgomery St.

Corner Clay St.

San Francisco, Cal.

TELEPHONE MAIN 386

K. P. WICHMAN

JOHN LUTGEN

FRED STAUDR

WICHMAN, LUTGEN & CO.

Importers and Wholesale Dealers in

Wines and Liquors

SOLE PROPRIETORS OF

Gilt Edge Whiskies

29 and 31 Battery St.

San Francisco, Cal.

TELEPHONE, MAIN 5588

ANDY HARRINGTON, Prop.

TEL. BLACK 452

PLAZA EXCHANGE

Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

Napa, Cal.

The New Manhattan

GEORGE ZIEGLER, Prop.

TELEPHONE RED 1671

311 Battery St., Cor. Commercial

SAN FRANCISCO, CAL.

Loveland Rye, 46 Years Old

ROSSI & CORDANO

Foreign and Domestic

Wines, Liquors and Cigars

DEPOT OF

Italian Swiss Colony Wines . . . Fine Olive Oil and Komel

OUR SPECIALTIES—Whiskies: Belmont, Jesse Moore, A. P. Hotelling's O.P. S.
Old Government, Mt. Vernon Rye, Wilson Rye, King Wm. Fourth Scotch; A.
V. H. Gin, Buchu Gin, Mistletoe Gin; Cognac Brandy, Vina Brandy; Fernet
Branca, Italian Vermuth, French Vermuth

Telephone Black 5713

205 Washington St., Bet. Front and Davis, San Francisco

CHAMPAGNE

Dry Monopole and Monopole Brut

NONE BETTER

GUSTAV DUNTZE & Co.

NEW YORK

SOLE AGENTS FOR THE UNITED STATES

J. HAMMANT, 119 Broadway, San Francisco

Along The Line

George Hebert has purchased the business of Gus Massey, at Powell and Ellis streets, and will continue to conduct it on the present popular lines. Mr. Hebert is a stranger in the city, hailing from Santa Barbara, but is familiar with the business and possesses the personal qualities necessary to assure success.

The Cerruti Mercantile Company are justly proud of the success of their new brand of whisky, known as Promotion Club. It has been on the market but two months, during which time 200 cases have been disposed of. The company finds particular satisfaction in the fact that there is an increasing demand for the Promotion Club. Everybody who uses it wants more. This is certainly a very promising situation.

"Jack" Sullivan, one of the ablest among the White Coat Brigade in this city, has joined Bob Kern's staff at the Bouquet bar, opposite the Palace Hotel. He has for a long time been employed at the Lacey. John Connelly, who was for several years with James P. Dunne & Co. at Stockton and Ellis streets, has also gone to the Bouquet. Mr. Kern has certainly gathered a bunch of able lieutenants to handle his big trade.

Attention is herewith called to the advertisement, elsewhere in this issue, of the A. Vignier Co., Inc. It is in the nature of a warning to those who drink Veuve Clicquot champagne. It says: "For the protection of the trade and consumers, notice is given that after September 1st all bottles of genuine Veuve Clicquot champagne, both sec (yellow label) and brut (gold label), prepared specially for the taste of the American market, and received by us direct from France, will bear an auxiliary white label, with our name as sole agents for the Pacific Coast."

The many friends of Mr. Fred L. Skaggs, the popular proprietor of the Manhattan Cafe, 1706 Market street, will be glad to learn that he has so far recovered from a recent protracted illness as to remove to Skaggs' Springs for further treatment. Mr. Skaggs was confined to his home in this city with an attack of heart failure for over six weeks, most of which time he was unable to leave his bed. We are glad to announce that he is rapidly convalescing and will soon be able to resume work.

The sale of the famous Hoffman Cafe, Second and Market streets, one of the most luxuriously equipped saloons in America, is announced. The purchasers are the Hoffman Cafe Co., incorporated with a capital stock of \$75,000. The incorporators are S. T. Bernhard, Maurice Selig, L. L. Korn, W. W. Hopkin and J. E. Bien; place of business, San Francisco. The place formerly enjoyed the finest business in the city, and it is the purpose of the purchasers to so conduct it as to win back its former popularity. It is understood that the management will be under the direction of the well known Sam Bernhard.

Another Feather on VEUVE CLICQUOT'S Cap!!

Anything that has made a name for itself is sure to be *imitated* or *substituted* by something inferior.

For the **Protection** of the **Trade**
and of **Consumers** we wish to give

Notice, that after September 1st, all bottles of the GENUINE

Veuve Clicquot Champagne

Both "SEC" (yellow label) and "BRUT" (gold label) prepared specially for the taste of the American Market, and received by us direct from France, will bear an auxiliary white label with our name as Sole Agents for the Pacific Coast.

A. VIGNIER CO., San Francisco, Cal.

M. A. TUTTICH

J. C. WARREN

TUTTICH & WARREN BAR

77 Fourth Street

San Francisco

MARKET CAFÉ

"COFFEE ROYAL"
A Mighty Bracer



HOT LUNCHEON
At 8 a. m. Daily

GOVAILHARDOU & RONDEL

Proprietors

530 Merchant Street

San Francisco

MERCANTILE LUNCH FROM 11 A. M. TO 2 P. M.

Dollmann's Cafe

A. DOLLMANN, Prop.

DEALER IN CHOICE
Wines and Liquors

328 PINE STREET

Telephone Main 949

SAN FRANCISCO

Merchants' Lunch

OPEN
ALL NIGHT



J. H. PEIN

Proprietor

S. E. Corner
Fifth and Market Sts.
San Francisco, Cal.

L. NELLER

A. SCHIRMER

Neller & Schirmer

WHOLESALE AND RETAIL DEALERS IN

Wines and Liquors

TELEPHONE DAVIS 766

409 Sansome St., San Francisco, Cal.

Bet. Sacramento and Commercial Sts.

STEVE'S RESTAURANT

537 Clay Street

Below Montgomery

Grill Room

Private Rooms
for Ladies

San Francisco, Cal.

EL REY

THE KING OF

WHISKIES & BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

McDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



Along The Line

Washington Liquor Dealers to Meet.

The Second Annual Convention of the Liquor Dealers' Protective Association of the State of Washington will be held at Olympia on Wednesday and Thursday, September the 15th and 16th, 1904.

Many problems of vital interest to the trade will be considered. The organization in that State is a strong one.

Lovers of good wine are always glad to know where to find something to their taste. To all such we would say that when one is craving something worthy of consideration in the line of white wines and wants to enjoy a pleasant surprise, he should call for some of the Johannesburg Riesling for which the Napa and Sonoma Wine Company of this city, stand proud sponsors. The wine was made, aged and finished properly, which is saying much in these days of haste to market vinous products. It has a velvety sensation on the tongue and a flavor and aroma that are truly gratifying. May the God of the vineyard and cellar provide more like it for the good fame of California.

In a Temple Garden.

For "The Review," by Mrs. Douglas Adam.

Straight and tall the pine trees growing,
Planted here by hands long turned to dust;
Maple branches softly blowing,
Velvet-headed sparrows brown as rust.
Brass and bronze and ancient tiling,
Sacred tombs of Daimio and priest.
We, two Western moderns willing
Summer days within the storied East.

Rocks, with cabalistic letters,
Moss-green-grown these many hundred years;
Hemlock hedge with bamboo fetters,
Dragons carven there with listening ears.
Dai Nippon! the land of color;
Artists' lotus isle of love and lore;
Sense and sight of ours (but duller)
Catch some fragment from thy mystic store!

Now the temple bell is calling—
Noontide hour has softly crept along.
Maple leaves are idly falling,
Golden sparrows chirp their midday song.
Ah, here comes a saké vender—
Pale and clear the amber liquid runs.
Drink! "There's no one nigh to hinder."
Here goes! Nippon's soldiers, ships and guns!

Ikigamé Temple, July, 1904.



HAVE YOU TRIED THE Famous Hommel Champagne?

**A bsolutely the Finest Product of the Vineyard.
Well Matured, Strictly Pure and Wholesome.**

LEADING CONNOISSEURS PRONOUNCE IT THE MOST
DELICIOUS OF ALL CHAMPAGNES.

TRY IT, AND YOU WILL USE NO OTHER,
AS IT SPEAKS FOR ITSELF.

Highest Awards at Chicago, World's Columbian Exposition (1893); Buffalo Pan-American, (1901)

DON'T FAIL TO VISIT OUR EXHIBIT WHEN AT THE ST. LOUIS EXPOSITION, IN THE AGRICULTURAL PALACE

"STANDARD BRANDS"

White Star Brut, Extra Dry and Red Star

M. HOMMEL WINE CO.,

SANDUSKY, OHIO

FRED. M. BOEHM, SOLE DISTRIBUTOR FOR THE PACIFIC COAST

PHONE POLK 3093

915 EDDY STREET



CHARLES CARPY, Pres.

ARTHUR LEGALLET, Vice-Pres.

LEON BOCQUERAZ, Sec'y

JOHN GINTY, Cashier

M. GIRARD, Ass't Cashier

French American Bank * **French Savings Bank**
Capital Paid in \$ 1,000,000 * Capital Paid in \$ 600,000

TOTAL RESOURCES

\$5,525,000

DIRECTORS

J. E. Artigues, Chas. Carpy, J. J. Mack, O. Bozio, J. B. Clot, Leon Kauffman, Leon Bocqueraz, J. M. Dupas
A. Legallet, J. A. Bergerot, J. S. Godeau, A. Roos

Interest Paid on Deposits. Loans made on Real Estate and Approved Securities. Letters of Credit and Exchange on the principal cities of the world at lowest rates. Empowered by law to act as Trustee, Executor, Administrator, Guardian, Receiver and Assignee and to do a General Banking business.

315 MONTGOMERY STREET

SAN FRANCISCO

Where to Get Good Things to Eat and Drink



All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

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A Good Word for Bordeaux Wines.

THE Buffalo, N. Y., *Times* of 16th ult. says: So much has been said of late about the adulteration of foreign wines that the *Times* recently interviewed Hon. John M. Wiley with the view of obtaining reliable information concerning this subject from one who is in a position to know all about it.

The efforts of the Department of Agriculture to get from Congress an appropriation to enforce pure food laws, especially in regard to fraudulent wine labels, has attracted considerable attention.

In this respect Mr. Wiley asserts that the Bordeaux wine is bought in its pure state and sent in bulk to this country, or in bottles, and that he is convinced that if there is any adulteration it is done after it reaches this side of the water.

"During my four years' sojourn in the wine regions of Southern France," said Mr. Wiley, "I had every opportunity to study the subject, and know whereof I speak, having visited most of the celebrated chateaux during the vintage season and carefully observed their methods. The usual quantity made is so great that there is no reason for adulteration aside from the pride the proprietors feel in a business which has descended from father to son for generations. To be honorably connected with it is in their opinion a supreme distinction, for its members have always been the aristocracy of the place. The names of some of the great firms in Bordeaux are regarded as trusts to be handed down to posterity, and they no more think of adulterating wine than Tiffany would think of selling paste diamonds."

"And so you think there is plenty of pure wine sent to this country?"

"Indeed I do," said Mr. Wiley, "that is, from Bordeaux. During my recent visit to Bordeaux I found the prominent proprietors very indignant about the false reports current in the country. One of my friends, a prominent proprietor, said to me, tell them in America we have every intention of showing the world that we are never going to say 'die' without a hard struggle, and there is life in the old Bordeaux dog still."

James A. Migliavacca of the Migliavacca Wine Company of Napa has become a benedict. He was recently united in wedlock to Miss Adele McBain, daughter of one of the prominent citizens of Napa. Mr. Migliavacca is associated in business with his father in the conduct of the Migliavacca Wine Company and is one of the most promising young men in that section.

Incorporations.

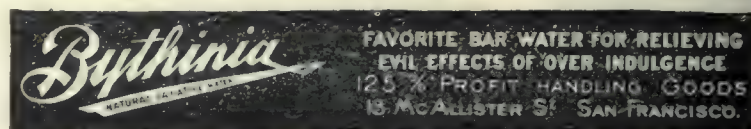
San Francisco.—Smith, Emery & Co.; capital stock \$20,000, shares \$10 each, subscribed \$6, by A. S. Houston, C. H. Shepard, S. J. Brun, Paul Escher, E. E. Smith and A. L. Emery, one share each; place of business, San Francisco.

Los Angeles.—Bernhard & Geyer Liquor Co.; capital stock \$50,000, subscribed \$12,320, by John Bernhard, Albert Geyer, L. P. Toppeiner, E. L. Potter and Roderick Greenfield; place of business, Los Angeles.

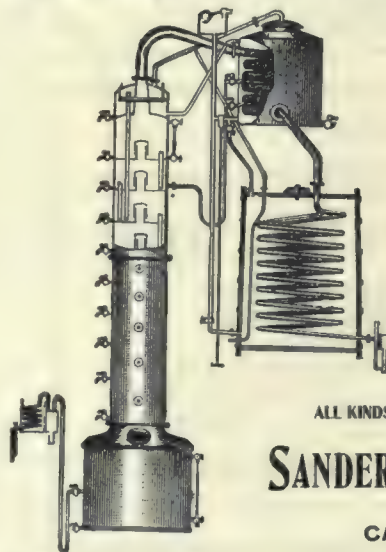
Goodson Manichewitz Wine and Liquor Co.; capital stock \$10,000, shares \$20 each, subscribed \$250, by B. Manischewitz, 195 shares; L. Frimont, 50 shares; B. Doodson, E. Behrman and Meyer Manischewitz, one share each; place of business, San Francisco.

Vintage of Spain.

In 1903 Spain produced 5,829,417,877 pounds of grapes on 3,558,277 acres. Almost all of it was made into wines.



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The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

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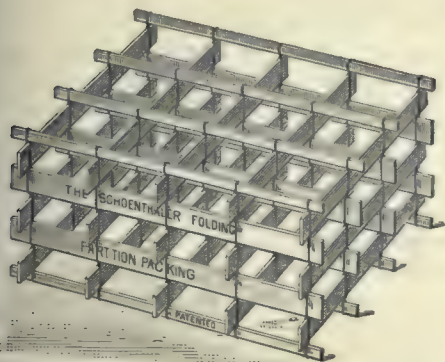
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Hilbert Mercantile Company Burned Out.

The extensive store of the Hilbert Mercantile Company, 213-215 Market street, this city, was completely gutted by fire on July 31st, too late for mention in the preceding issue of the REVIEW. The fire occurred on a Sunday and on account of the inflammable nature of the goods could not be extinguished. The loss was therefore complete and totaled about \$100,000, covered by insurance of \$75,000. Owing to the fact that the company had an ample supply of their various brands in warehouse, they were enabled to resume business immediately in other quarters and accommodate their extensive trade, which covers not only the Pacific Coast, but the Islands and the Orient. The permanent establishment of the company is now at 136-144 Second street, where they will be pleased to meet their many friends. The good things that went up in smoke, and for which they were agents and importers, included Hunter Baltimore Rye, H. B. Bourbon and Rye Whiskies, El Monte Bourbon, Maryland Monogram, W. H. McBrayer's Cedar Brook, Booth's Old Tom and Dry Gins, St. Louis A. B. C. Beer, Buchanan's Black and White Scotch, J. Baumgardner Rye, Union League Bourbon, Aetna Mineral Water, Boar's Head Ale and Stout and Ruinart Champagne.

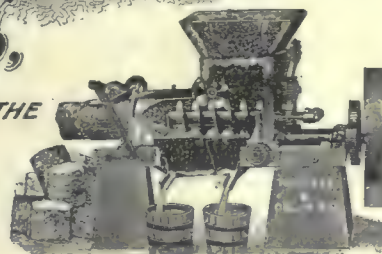
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EVERY REQUISITE FOR THE WINERY



620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

California Viticultural Club in Annual Meeting

(Concluded from Page 12)

to the industry. It is a proper thing to educate the American people to the use of light table wines at their meals. It will be a blessing for which they will be grateful. I have therefore prepared the following resolution, which I will read:

Whereas, The viticultural industry of California is destined to become one of the principal industries of the State, as we are now producing as good wine as any part of the world, and the quantity which can be produced is limited only by the demand, and

Whereas, It is a well-known fact that in the wine-producing countries of the world, where every man, woman, and child has become accustomed to the use of wine at meals, intoxication is practically unknown, whilst in the countries of Europe and in the United States, where this healthy beverage is not generally used, drunkenness exists to an alarming extent, causing much misery among the people, thus showing that it is the plain duty of moralists and benevolent institutions to educate the people to the general use of our light table wines at their meals, therefore be it

Resolved, That the California Viticultural Club does hereby recommend that the distribution of wine be segregated from the saloon; and be it further

Resolved, That we urgently request our municipal, State and Federal authorities to pass such ordinances and laws as will promote the sale of light table wines throughout the United States, without the necessity of procuring any license for the sale of same.

Mr. Rudolph Taussig, President of the Mechanics' Institute and a regent of the California University, extended a welcome to the grape-growers and told them they could have the use of the Mechanics' Institute for meeting purposes whenever they pleased. (Applause.)

SECOND DAY. ASSISTANCE FROM THE STATE.

After Mr. H. J. Wisecarver, of Geyserville, had been appointed to the Executive Committee in place of Mr. W. A. Chisholm, of Windsor, who resigned, Mr. Frank Swett read the report of the sub-committee, which was appointed some months ago to confer with the regents of the State University to secure increase in the viticultural work. He related that the regents had appointed Mr. Bioletti, who would reach the State from South Africa next January, and proceeded:

"In the opinion of the committee it is of the utmost importance that ample provision be made for keeping a corps of efficient men at work in the laboratory and in the field to endeavor to cover the cause of and remedies for the Anaheim disease, or the California vine disease.

During the last few years millions of dollars of loss have been suffered from this cause. It is probably conservative to say that in the last 20 years, vine diseases in California, not including phylloxera, have destroyed an average of over a thousand dollars worth of property a day. The Santa Clara Valley has been devastated; probably 10,000 acres have been killed out. In Sonoma County, from the bay shore to Mendocino County, vines here and there are beginning to sicken and die from some cause other than phylloxera. Alameda County and Santa Cruz County have been invaded. Tehama, Butte and other counties of the Upper Sacramento Valley have lost hundreds of acres of vineyards. When will this cease? Will it continue to spread until the rich vineyards of the San Joaquin Valley and other parts of the State still uninfected, are exterminated?

"If our State were to be invaded by an enemy levying a tribute of a thousand dollars a day on the community, how promptly and how unanimously measures would be taken to put up an effective fight and drive out the foe. We who are engaged in this industry, and who fully realize the dangers menacing the vineyards of the State—an industry producing 600,000 tons of grapes a year, worth nearly as much as the annual product of gold—should meet these matters squarely and properly. We must take measures before it becomes too late.

"In the opinion of this committee the coming legislature should be asked to appropriate, for investigation of vine diseases, for experiments in resistant stock, for studies in improved methods of viticulture and vinification, as well as for training students in all lines of viticultural work, a sum of \$15,000 a year for two years. This to be spent in addition to and supplementary to such funds as are regularly available from the University funds; this appropriation to be spent under the direction of the regents of the University.

"The committee is of opinion that this fund should be asked for by the grape-growers of the State separately and apart from, and not in conjunction with, other bills providing funds for agricultural investigation along other lines, no matter how praiseworthy they may be, such as poultry raising, horticulture and dairying."

The report was adopted and endorsed.

Frank Swett referred to an agricultural bill which had been drafted, providing for appropriations for investigation in agriculture, including viticulture and stockraising. He was of opinion that there should be a special bill and a special appropriation for viticulture.

Professor Twight said if separate bills were asked for by each of the interests concerned it would never be possible to get them all through.

After the matter had been discussed, it was decided to refer the agricultural bill to the legislative committee.

Professor Twight, answering a question, said it would not be possible for the college to carry on at the same time complete investigations in two separate diseases.

Frank Swett and A. W. J. Gibbs objected to the college staff devoting itself to one disease and neglecting all the others. Members of the Club expressed surprise that such an unbusinesslike course was contemplated.

Professor Twight said there was only one set of apparatus and that it would cost \$50,000 to duplicate the outfit. He suggested that perhaps some arrangement could be made with the United States Agricultural authorities whereby the work of investigation could be divided. At present there were four diseases which it was necessary to study—phylloxera, Anaheim, red leaf disease and spotted leaf disease. The Washington authorities were doing most of the work in regard to phylloxera. If an arrangement were made with them that they should take up one of the other troubles, the State University staff would, he thought, be able to look after the other two diseases. It would cost about \$3,000 a year to deal with each disease. Investigation of one disease sometimes threw light on another. There was now a man working on the red leaf trouble in Sonoma County, and he had made very interesting observations on other matters. In regard to the red leaf trouble, the effect of different sprays was being tried. This investigation was being carried out at the low cost of about \$100 a month, which the California Wine Association and other wine firms were defraying.

Frank Swett: "Do you think it would be advisable to get over here a French specialist?"

Professor Twight: "If an appropriation of \$20,000 a year for two years were made, we would be able to carry on the other work and also get the services of a French specialist in vine diseases. If we got an expert to spend a few months here it might help us a great deal. Possibly, after examining our vineyards, he might make suggestions that would be very valuable to us. But when it comes to extended investigation and to microscopic and bacteriological work, we can do as well as any French expert. But I think we would derive great benefit from the visit of one of those men, such as Dr. L. Ravaz, because of his great experience in known conditions. I think \$1,250 would induce Dr. Ravaz, who is probably the greatest expert in France on vine diseases, to spend a few months here."

Finally, after a great deal of discussion, it was decided, on the motion of E. W. Putnam, that "the sense of the Club is that the minimum amount required for investigation is \$25,000 for the next two years, the expenditure to include compensation to a French expert for a few months.

Another motion was adopted asking the regents of the University to make such arrangements as would enable Mr. Bioletti to remain in France three months while on his way from South Africa to California.

PAPER BY F. P. VADON.

A paper on the planting of resistant vines, prepared by F. B. Vadon, of Cloverdale, was read by Professor Twight. The writer came to California from France in 1875, and has had experience in all the common stocks. *Riparia Rupestris*, he says, when grafted, is a big bearer in suitable land, but subject to sickness. *Lenoir*, when grafted, weakens in a few years. It does very well in rich soils when not grafted. In Mr. Vadon's opinion, *Rupestris St. George*, *Riparia* and *Lenoir* will be a failure in California. Four years ago at Palo Alto, where he had charge of Mrs. Jane Stanford's vineyard, he planted resistant vines, but without any very good results. Within the last three years he has planted resistants at Cloverdale. His experience is that Franco-American hybrids, such as *Alicante Rupestris Ferra No. 20*, *Oramon Rupestris Ganzin Nos. 1, 2 and 9*, and *Mourvedre Rupestris*

1202 are the best adapted for California soils, and are better resistant than the Lenoir. The stock and the graftings grow in the same proportions, make a very good union, and are very good bearers. They have an affinity for most of the varieties adopted by most of the California vineyardists, and do not need too much manure. The Americo-American, such as Nos. 3306 and 3309, do very well, but they have to be manured if one wants a steady crop without grafting. They are big bearers and have good affinity. The Riparia Rupestris Nos. 101-14 does very well in gravelly soils. Riparia Berlanieri 420, grafted on Grand Noir, planted two years ago, have big growth.

WORK AT THE UNIVERSITY.

Following are some excerpts from a report read by Professor Twight dealing with viticultural work by the State University staff during 1903-04:

"Investigations of the adaptation of resistant stocks have been carried out on our plots at Fresno and Pomona, and on a newly established plot of the U. S. Government. The great value of certain new hybrids imported has shown itself already, and careful investigation will certainly bring valuable results.

"Some investigations have been started in the study of Anaheim disease. The old grounds where the disease made its start in Southern California have been inspected, and also the Santa Clara Valley and the Upper Sacramento Valley. Numerous samples have been collected and some microscopic and bacteriological work commenced on them. The value of Lenoir stock, as set out by Professor Newton B. Pierce, was looked into. I agree with the professor as to its value when cultivated as a producer, but find that when it has been grafted over its value is by far not as decided. I have decided to make some hybrids from Lenoir and other varieties that may be of value. The point I am trying to determine is which of the parents is resistant in Lenoir.

"During the summer of 1903 I started to investigate the trouble known in Sonoma Valley as black measles, or red leaf disease. A good deal of microscopic work was done, but so far the cause has not been found. It is certainly not anthracnose. This year the disease is being followed from the very start. In zymology some good data have been obtained from work conducted last vintage at Geyserville, in Sonoma County. With the coming of Professor Bioletti we will be able to push on all these investigations if we are given enough money to carry them through."

THE PURE WINE BILL.

Congressman Bell was expected to be present to explain the position regarding the pure wine bill, which he had introduced in Congress, but he telephoned to the chairman from Napa to the effect that he found it impossible to attend, and that he would take what action concerning the bill the vine-growers thought best.

Charles Bundschu, chairman of the committee which was appointed some months ago to deal with the Bell bill, said the committee had done nothing because the measure was held up before one of the House committees and would certainly never pass Congress, unless substantially modified. Now it appeared that the American Wine-growers' Association wished to confer with California vineyardists about the bill, so that the matter had got beyond the scope of the committee. When Mr. Bell went East, he should certainly be instructed what to do about the measure.

Mr. Morgan said there was no doubt the California people were willing to have the bill go through as it is, but the Eastern people were opposed to it because there was not sufficient sugar in their grapes, and undoubtedly their views would have to be met before any measure could be passed. California growers had shown that they were willing to do without sugar, and it was now for the Eastern people to say what modifications they wanted.

Professor Twight moved that a committee of three be appointed to confer with a like committee from the American Wine-growers' Association regarding the Bell bill and other legislation.

The President said he did not know whether anybody from California had yet joined the American Wine-growers' Association. He had received an invitation to join, but did not feel like paying \$25 to join a body whom he would probably never meet.

Charles Bundschu spoke as follows:

"It looks to me as though our Club were in rather an embryo state. How many members have we?"

The Secretary: "Seventy-five have given in their names."

Mr. Bundschu: "To place ourselves alongside the powerful American Wine-growers' Association, we must have a stronger organization. We are growing in strength and aspirations, and we must also grow in self-assertion. If we could organize our Club into an association

representative of the Pacific Coast we would probably receive more attention. I should say we ought to have an annual subscription of \$10 for the common good, and thus create a little fund. Let us confer with the people in the East and say that we shall harmonize the two interests in such a way that when anything arises concerning the whole industry we can work for the mutual benefit of viticulture."

The motion of Professor Twight, that a committee of three be appointed to confer with a like committee from the American Wine-growers' Association on the Bell bill and other matters of legislation, was carried. The chairman named Percy T. Morgan chairman of the committee, Professor Twight secretary, and announced that he would nominate the third member later on.

It was also decided that a committee of five be appointed to consider Mr. Bundschu's ideas of organization. The President will make the appointments to this committee after consideration.

The committee on resolution reported the following resolution, which was adopted:

Resolved, That we, the members of the California Viticultural Club, hereby express our appreciation of the work of the Department of Agriculture, and of Professors Galloway and Husmann, in establishing experimental viticultural plots in California for the investigation of fruit and vine diseases. We consider the work of the greatest importance, and request its continuance.

Votes of thanks were also accorded the readers of papers, the Mechanics' Institute, for the use of the room, and the press, which terminated the proceedings.

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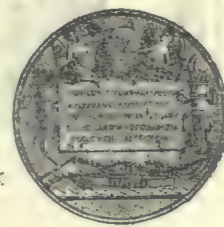
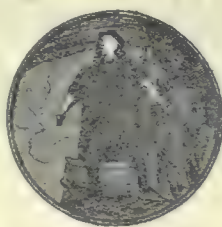
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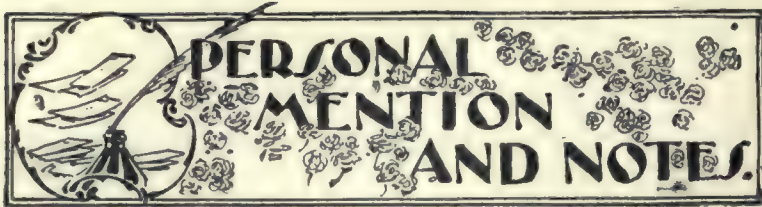
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Fleischmann & Co., 508 Front street, are very busy at this time in handling their big crop of cherries in maraschino. They are just completing arrangements to ship ten carloads of these goods to the Eastern market. Among the other leading houses they find that the latter part of August brought improved and promising conditions in the wine and liquor market. They consider the outlook for a good fall and winter trade very promising.

William J. Kearney, Western representative of Grommes & Ullrich, has resigned to take effect on the 1st inst. Mr. Kearny has several propositions under consideration, but will take a rest and then a trip to the East, where he expects to make business connections that will keep him on the Pacific Slope. His many friends will be glad to know of his intention to remain in this territory.

The remains of F. Cavagnaro, of the F. Cavagnaro Co., who died recently in Italy, arrived in this city on the 24th inst. They were given high Masonic honors at the Masonic Temple on Sunday last. The services were held under the auspices of Speranza Italian Lodge No. 219, F. and A. M., in the rooms of King Solomon Lodge.

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IN MARASCHINO.

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CINCINNATI, BALTIMORE, PITTSBURG, NEW ORLEANS OR SAN FRANCISCO

**BOTTLED WHERE
THEY GROW
IN CALIFORNIA.**

James Gibb of 617 Merchant street, this city, returned recently from a trip to Louisville and St. Louis. While away he picked up a lot of 200 barrels of Belmont whisky, 1892, home stored. It was obtainable only through the failure of a Kansas City firm, Mr. Gibb purchasing the goods from the bank. He considers himself very fortunate, as Belmont of this inspection is not to be had in round lots.

Tom Ferguson, of 719 Market street, has been a very busy man during the past year. Between his two establishments in this city and his oil wells and other interests, he has had nothing to do but work. He is varying the programme now by taking a genuine outing at Blue Canyon, in the Sierra Nevada Mountains. Manager Harry Duhmen reports business moving along in a satisfactory way, after the extreme dullness of the summer.

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BOURBON AND RYE

TOM PARKER

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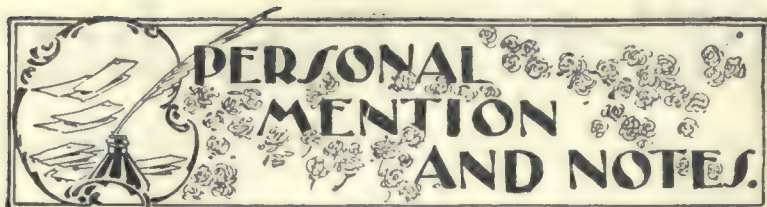
We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

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TELEPHONE MAIN 681



F. Korbel & Bros. have incorporated for the purpose of manufacturing wines and doing all things necessary in the conduct of the business, dealing in real estate and kindred enterprises. The capital stock is fixed at \$300,000, all of which has been subscribed. F. Korbel holds 1000 shares, Anton Korbel 1998 shares, V. Zarube 100 shares and Teresa Korbel and Olga Korbel one share each.

Charles Fisher, of Rusconi & Fisher, returned during the latter part of the month from his regular southern trip. He reports the country dull, but took a reasonably good lot of orders and had no fault to find with collections. Mr. Fisher was happy to report that Kennel Club whisky is steadily growing in popularity.

The Manhattan Wine and Liquor Co., a new mercantile establishment at Eureka, opened its doors for business on August 22nd. Messrs. Moiles & Westbury of Crockett are connected with the enterprise. It is their intention to introduce to the trade, hotels and families the products of the Mesa Grand, Pleasant Grove, Table Mountain, and Mt. Diablo vineyards.

Plymouth

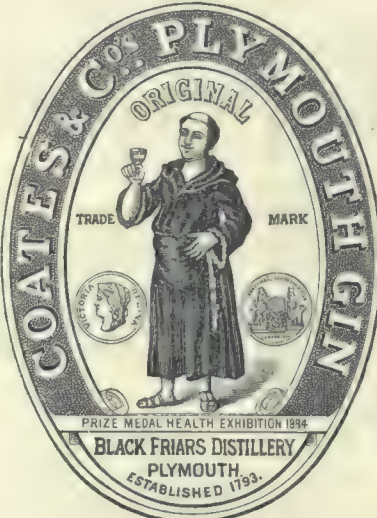
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Scotch



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SAN FRANCISCO.

C. M. Mann & Co., Inc., successors to I. De Turk, announce that business showed a decided improvement for the latter half of August. The July trade was the best in the history of the house for that month, if being necessary to work nights to keep up with the orders. President Mann says that the bottle goods trade is "increasing wonderfully," and that in this connection the situation is highly encouraging.

Clarence J. Wetmore, of the Wetmore-Bowen Company, is in New York on a business trip. He will return home via St. Louis Fair, in time to reach this city during the coming week.

Our esteemed contemporary, M. J. Geary, editor of the *Western Graphic*, and well known to the trade, had a "horse" put on him a few days ago that has made him round shouldered trying to stand up under it. The editor is a great fisherman and likes to take prominent visiting nimrods out and give them a good time. On his latest trip of this kind his guest was a particular lover of fine whisky, of which the newspaper man promised to have "plenty." However, his plans went awry, because a godless newspaper friend substituted a quart of water for the real stuff. It is said that the language of the thirsty guest, when he found out his plight, and saw no relief, was too picturesquely profane to permit of repetition. Geary is living in hopes of eventually assassinating the man who so cruelly bunkoed him.

Do You Know That Window Space Properly Utilized

is one of the most valuable mediums of publicity in the world and the one vehicle most convenient and desirable, calculated to meet the requirements of the conservative, dignified business man or firm who desires advertising?

SOME REASONS WHY

All other advertising space must be purchased or rented.

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All other advertising space is practically "dead" at night.

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Window Space, infinitely more valuable, costs nothing.

Window Space constitutes the direct opposite, permanency.

Window Space has your goods behind it, and the dealer behind the goods.

Window Space is ever in good repair and bright; dealer does it himself.

Window Space "works overtime" night and day; dealer pays for its illumination.

Window Space affords maximum results at minimum cost and is certain.

RESULTS THAT'S IT

Salesman removing paper from sign on window



Just Like This for Two Years

A magnificent 26 inch diameter sign.
Would cost \$25.00 to paint.

GETS you on the window pane in Gold, Silver and Colors "All over Town," "All over the Country" for practically nothing—comparatively.

HOW to Best Employ a Modern Window Sign

It is imperative and essential to your success to get a *good sign*, the day of cheap "stickers" has passed.

¶ Get the biggest and handsomest sign you can afford. (If a newspaper or bill-board concern gave you space free, you would cover it *all*, wouldn't you?)

¶ Get behind this sign with the same interest and enthusiasm you would place behind any other big earning power—get your salesman behind it, get the importance of this sign impressed upon the minds of your employees. Mail it out to your customers with a letter—(don't cheapen the sign by sending it with other goods to "save freight.") The right sort of a Window Sign is in every way worthy of your serious consideration and heartiest co-operation. The difference between a *good* Window Sign and the cheap sticker sign is just the difference between success and failure.

¶ The best signs command the best space or position and are acceptable and sought by the dealer. ¶ The cheap signs command no special attention, lack power of influence, lack the character, and the dealer don't want them.

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Facts

Meyercord Signs are the recognized standard.

100%
Results

Meyercord Signs not only acceptable but desired by retailers.

New York Correspondence.

EDITOR WINE AND SPIRIT REVIEW: The usual summer dullness in the liquor business continues. It is very dull in the East and reports received here indicate a similar condition all over the country. Here, everyone who can afford to go and many who really cannot, are away at the seashore, mountain or lake, taking a holiday, and those unfortunates left at home are taking a rest, not because they need or want it, but because there is "nothing doing."

There being no market to report, how can one report it? Occasionally there is an inquiry for some brand of whisky, perhaps five to twenty-five barrels—needed by some house for some special purpose—but there is no buying in the ordinary sense of the term. Prices, however, are well maintained, but whether due to inherent strength or really to lack of purchasers and the apparent futility of making concessions, deponent sayeth not.

Withdrawals continue to be remarkably well kept up. Everybody complains of business but some one must be doing it, for houses do not taxpay whiskies for the exclusive benefit of Uncle Sam, and taxpaying shows quite an increase over last year.

The combination of limited production and heavy withdrawals must result in a firm market and probably an advance when business starts up this fall.

The reports of another heavy vintage year have not tended to stimulate buying of California wines, and the shipments to New York show a material decrease for the past two or three months.

Although the city seems to be deserted, in its residential portion, summer resorts—around the coast—do not appear to be crowded. Hotel people are complaining that business is very poor with them, and the trade here find collections from seaside resorts slow. Where the people have gone to is a mystery.

The silvery tongued orator of liquor trade journalism, whose fulsome laudation from time to time of many members of the trade, has made propaganda in blazing a pathway to obtaining an advertisement in a recent issue, quotes a gentleman as saying of a champagne: "It is a wine of superior quality, and the standard of importation will be sustained." A bottle of wine is to be donated to the first correct definition of this sentence.

Mr. E. V. Cordell will in future represent the Cecil Distillery in which he has obtained an interest. As representative of the Melvale Distilling Company, Mr. Cordell was long regarded as one of the best of salesmen and made a host of friends. The combination is bound to result to his advantage in his new venture.

A saloon was recently opened here under the auspices of the church and was dedicated by Bishop Potter. It is reported the Bishop was bombarded with remonstrances from Prohibitionists, who begged him to refrain. He did "refrain" by singing the "Old Hundred" and making an address. The saloon, in addition to handling the regular "line," even up to the free lunch counter, will have a de-

partment where the most rabid teetotaler may imbibe. The entrance is decorated with the sign, "This way to the water wagon."

The idea of the saloon is that it should be run on a moral plan. If there must be saloons, its originators believe they should be operated ethically. It starts with a capital of \$10,000. All profits over five per cent are to be set aside and when the surplus permits, other places, on a similar plan, are to be opened. The suggestion comes from London, where Earl Grey some time ago originated it and there the plan has worked well. How it will go here will be interesting to observe.

The Commissioner of Internal Revenue at Washington in his preliminary report for the fiscal year ending June 30, 1904, gives the total receipts for that period as \$232,904,004.63, showing an increase of \$2,163,079.41 over these of 1903.

The new schedule of rates for labor, cartage and storage on "general order" goods, having been approved by the secretary of the treasury, has gone into effect, and a contract based thereon has been made with the American Transfer Company. The old schedule of these rates was made about half a century ago, and included only about 100 articles, few of which were ever imported, while it failed to mention those goods which are being constantly brought into this country. The new schedule includes about 1,200 articles, and covers everything that is imported. Much credit for the work on this is due to the committee to whom it was entrusted. This committee was made up of representatives of the Collector, members of the Chamber of Commerce, the Merchants' Association and the Bonded Warehousemen.

New York, Aug. 18, 1904.

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FOR BEER OR WINE

Largest Filtering Surface - - 21,000 Square Inches

Will filter more beer or wine, without repacking, than any other filter.

Capacity 150 barrels per hour.

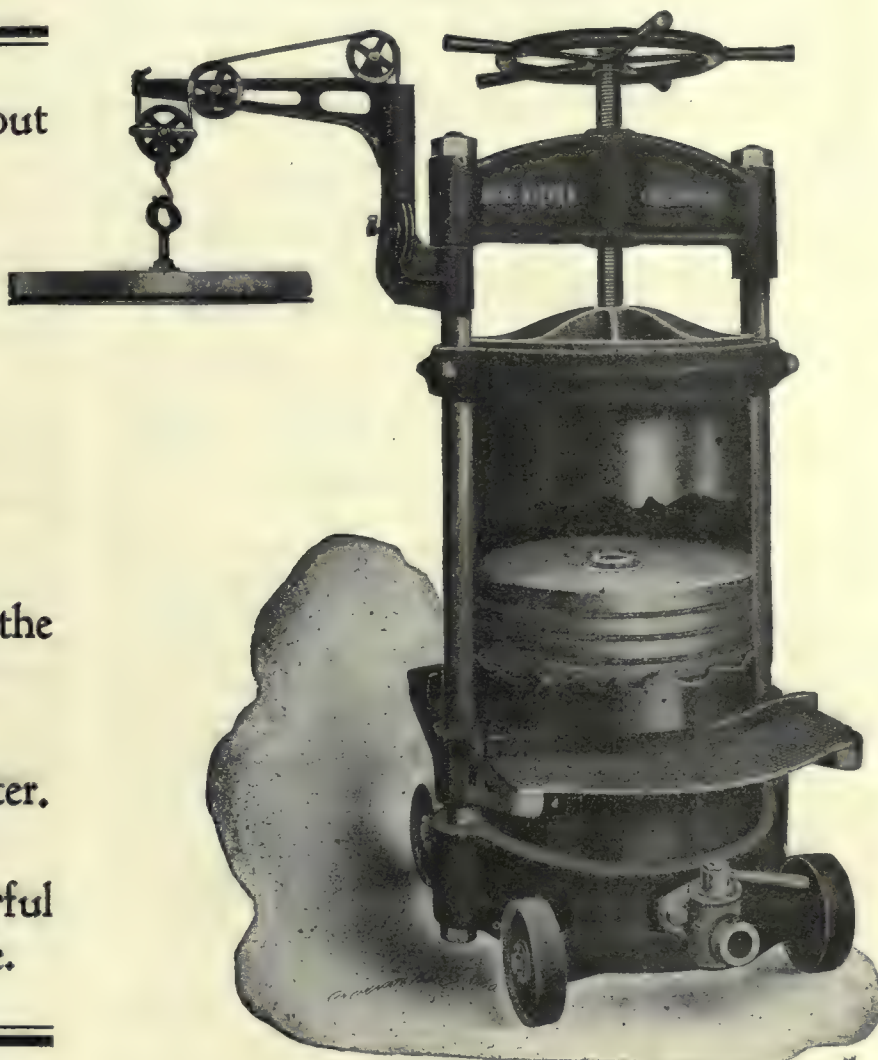
Perfect filtration.

No rubber or leather gaskets.

Least metal comes in contact with the filtered liquid.

One screw opens and closes the filter.

Quickest packed by the most wonderful plate packing machine in existence.



"Multiple Perfection" Filter No. 3
 Interior View

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RETROSPECTIVE AND PROSPECTIVE.

A Glimpse of the Past and Into the Future of the Viticultural Industry of the United States.

(By George C. Husmann, Viticulturist United States Department of Agriculture.)

THE following valuable paper, contributed by Mr. Husmann, the scientist in charge of the viticultural work of the United States Department of Agriculture, was read during the proceedings of the California Viticultural Club in San Francisco on 1st August:

Previous to the introduction of the Catawba into general cultivation, the more important attempts at grape growing in the States east of the Rocky Mountains had been with Vinifera varieties and were not a commercial success. The introduction of this grape really marked a new era in viticultural history, for with it began the improving of our native grapes and the raising of varieties from them for commercial purposes. It gave such an impetus to grape culture that ten years later nearly one hundred varieties were enumerated; forty years later all the States and Territories, except four, were growing grapes, and now there are over one thousand well described varieties of American grapes.

Whilst this was occurring in the States east of the Rockies, the pioneer grape growers of California, who had previously been growing the Mission variety, turned their attention to the introduction of choice European varieties, and grape growing in California as an industry began to assert itself. How rapid for a time the progress was are matters of comparatively recent history, with which most of your are quite familiar.

The viticultural industry in this country, as such, is, therefore, little over half a century old and is as yet in its infancy. It has led up to the manufacture of choice wines from American grapes. The manufacture of sparkling wine and unfermented grape juice has been developed in the Eastern States, while the Pacific Coast has entered into direct competition with the choicest European wines and has captured the raisin market of this country. The industry in this country has already up to date divided itself into two entirely distinct districts. In California, where the Viniferas have ever found a congenial home, these are being exclusively grown, and east of the Rocky Mountains, where previous attempts seemed to indicate that Viniferas were a failure, the culture and improvement of American varieties has been as tenaciously followed. What a wonderful effect surroundings have, and what diversity of tastes they develop in individuals! For instance, in Oregon, where quite a number of people have settled from States east of the Rockies, the fresh grapes and unfermented juices sold are principally from the States where these people came from. In making my rounds of the experimental vineyards conducted by the Government on the Atlantic Coast, where the culture of Viniferas on resistant stock has been made an important study, I have often invited people to try the fruit and express their opinion regarding the Vinifera varieties grown there, and the answer usually is: "They are nice, but not as good as Concord, Niagara or Delaware."

Considering the youth of our industry, the results so far achieved are remarkable and we have reason to feel proud of them; nevertheless, we have only made a beginning and much remains to be done.

Major John Adlum, writing to Nicholas Longworth of Cincinnati about the Catawba, says: "In introducing this grape into general cultivation, I have done the country a greater good than if I had paid the National Debt." No doubt, he had become convinced that for the territory he and Longworth were familiar with, and in which they had been trying to grow grapes, the improving of the native species was the road to success, when really it means far more than this, for the improving of our native species is the problem which, when solved, will make it possible to grow grapes in practically all parts of the Union. No doubt, he never thought that resistant stock (or American varieties) would, in the near future, be the agency through which the leading grape districts of the world could re-establish their vineyards. Neither was he aware of the immense possibility for the future there is in the improving of another native American species, I refer to the Scuppernon, which is another case of the survival of the fittest, a native grape abounding on the Atlantic Coast, from Maryland to Florida and along the Gulf of Texas, which resists the phylloxera, is the most immune from diseases of any grape species, produces enormously, needs perhaps less care and attention than any other, and thrives on

soils almost worthless for other purposes. It resists and adapts itself to climatic conditions, which make the cost of producing other grapes so costly. Nice Sauternes and sparkling wines have been produced from them, and yet, strange to say, little or nothing has been done so far to develop and improve this species. In it, there certainly appears to be great possibilities for the South Atlantic and Gulf States.

According to the census of 1900, 169,055 gallons of sparkling wine were produced in the United States. Of this, Missouri reported 2,940, California 8,880, Ohio 15,600 and New York 113,435. Thus, New York produced more than twice as much as all the rest of the country and more than twelve times as much as California. The same year the Chautauqua belt alone, on Lake Erie, shipped 8,000 cars of table grapes and made one and one-half million gallons of dry wine and unfermented grape juice. This entire output is from American varieties.

The importance of American or resistant varieties to California viticulture needs no mention from me, for you all know that upon this so largely depends the fact of whether or not the real wine districts of California will or will not exist in the future. Realizing the gravity of the situation in California and that similar conditions were liable to arise at any time in any of the States and Territories of the Union where European grapes are a commercial possibility, the Department of Agriculture has located in California nine experimental vineyards for the purpose of making such investigations as are deemed necessary. These have been located with special reference to a diversity of soil and climatic, hillside, valley or desert conditions, nearness to and distance from ocean, bay and other bodies of water and so as to take in the raisin and table grape as well as wine and brandy producing districts. At these experimental vineyards, to begin with, four cardinal questions are to be investigated.

First. Make a comprehensive test of the resistant varieties of vines, to determine their adaptability to the different vineyard soils and climatic conditions.

Second. To study and determine the congeniality of Vinifera varieties to the different resistant varieties.

Third. To ascertain which varieties are best adapted to the different localities.

Fourth. To afford opportunity for testing all classes of grapes, with reference to their resistance to diseases which have been doing such serious injury to the vineyards, and, if found necessary, to undertake the creation of an entirely new class of grapes to resist them.

It will interest you to know the first plantings made by the Department of Agriculture in the experimental vineyards located in California are expected to make sufficient growth this season so that systematic grafting experiments will begin the coming spring, to study the congeniality, as well as the relative value of the leading commercial varieties of grapes grown on the coast for different purposes, grafted on various resistant stocks. Some observations will be made on the relative growth and merits of resistant varieties on different soils under different climatic and other conditions. The relative rooting qualities of sixty-three resistant varieties are being tried, with reference to their commercial value for stock purposes. The plantings made to date at the experimental vineyards are as follows:

Oakville, about 10 acres; 179 resistant varieties and 57 Vinifera varieties on resistant stock.

Cucamonga, about 8 4-10 acres; 400 varieties, nearly all Viniferas.

Fresno, about 6 acres; 155 resistant varieties.

Concord, about 1 1/4 acres; 84 resistant varieties.

Geyserville, about 7 1/8 acres; 73 resistant varieties.

Lodi, about 1 1/4 acres; 68 resistant varieties.

Livermore, about 1 acre; 72 resistant varieties.

Mountain View, about 1 1-7 acres; 79 resistant varieties.

Sonoma, about 1 1-10 acres; 72 resistant varieties.

These plantings will be enlarged upon as rapidly as thought necessary.

In prosecuting these investigations, the Bureau of Plant Industry of the Department of Agriculture, has established and is maintaining the above mentioned vineyards. The Agricultural Experiment Station of the University of California has agreed to co-operate in the work by making such analyses of soils, vines and products as shall, upon mutual agreement between the Bureau and the Station, be found desirable or necessary.

While carrying out these investigations, it is our desire to get in as close touch as possible with all those interested and make the investigations have a direct and decided influence towards improvement in various ways in the re-establishment of the vineyards that have been destroyed through various causes, as well as in the new acreage planted. Earnest consideration should be given in planting, not only to

the selection of varieties for special purposes, but also to soils and districts producing the best quality and results for that purpose. Every individual should determine, before planting, whether it is desirable to grow table, raisin, wine or brandy grapes, and locate and act accordingly. Quite a number of localities have already given proof of raising superior quality along particular lines; thus, Livermore has produced choice Sauternes. In the Napa and Sonoma districts there are localities where specially fine white wines, and others, where most excellent red wines, are produced, whereas, in the Fresno district, raisins are a special success, while in the American River district, choice table grapes are grown.

There cannot be too much consideration given to quality. In this respect California has not been improving along wine lines, but rather retrograding. Very nearly the same prices are being paid for indifferent as for the choicest grapes, so there is no inducement to produce quality, and real choice wines are becoming more of a rarity every year. Those who do not look into these things closely wonder why the consumption does not increase more rapidly, and the competition with New York wines and those of other States is becoming keener every year.

Glancing over last year's crop reports, we find that California produced more than three-fourths of the entire viticultural products of the country, producing in fiscal year of 1902-3, 5,700,343 gallons of brandy (by far the largest output in the history of the State), and, in 1903, 30,000,000 gallons of wine, 300 cars of dried grapes, 103,000,000 pounds of raisins, and shipped 1,718 carloads of green grapes. California's green grape shipments, the smallest commercial output of the vine, last year amounted to about 35,000,000 pounds, which, compared to other fruit shipments, represents almost one-fourth of the entire Eastern shipments of deciduous green fruit from the State. Were we to compute the number of green grapes necessary to produce California's output of last year, we would have a grand total of from 800,000,000 to 1,000,000,000 pounds.

When we consider that the industry is in its infancy and that at least 75,000 acres of flourishing vineyards have been destroyed by phylloxera, diseases and other agencies, a great deal has been accomplished. However, when we think California has a wine producing area almost equal to the whole of France and has never produced more than a little over 43,000,000 gallons of wine, whereas France produces over one and one-half billion gallons annually, or about thirty-seven and one-half times as much, we conclude there is plenty of room to grow in, and we know that by going at it right, California can produce products that will compare with the best European productions, and while European countries must be satisfied with from 175 to 500 gallons to the acre, California produces 1,000 gallons. Then reflect on the difference in the work and tilling of vineyards there, as compared with the plowing and cultivating we give them here, and, while re-establishing and increasing your acreage of vineyards, let "Excelsior" be the watchword. Don't be afraid to sell your goods under their own name, but be proud of it, and the future possibilities can hardly be estimated.

I regret exceedingly that time and rush of work prevent my being with you personally, as I should like very much to discuss these matters with you, exchange ideas and get your individual views on the many very important questions confronting the industry. Would say,

however, I expect to visit all the principal grape districts of California during the coming vintage, to make a close study of conditions and changes and to lay out work for the future, and hope then to have the pleasure of meeting many of you. Plans are now in progress to have a man reside permanently in California to look after the work.

Thanking you for the privilege of addressing you, with kind wishes for your success,

Yours very truly,

GEORGE C. HUSMANN, Viticulturist.

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Brotherhood Wine Co., Hammondsport, N. Y.; Severne Wine Co., Himrod, N. Y.; Walter Taylor, Hammondsport, N. Y.; Hammondsport Vintage Co., Pen Yan, N. Y.; Battle Creek Grape Juice Co., Battle Creek, Mich.; Lake Kenka Vintage Co., Bath, N. Y.; J. E. Glezen, Kingsville, Ohio; J. A. Flagg, Fredonia, N. Y.; Josephus Barley, Whitfield, N. Y.; New Hammondsport Wine Co., Hammondsport, N. Y.; Monarch Grape and Wine Co., Hammondsport, N. Y.; F. W. Peck, Brockton, N. Y.; F. R. Thompson, Westfield, N. Y.

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High Pressure is Required.

CATALOGUE
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Karl Kiefer.

The above name is rapidly becoming a household word among the beer, wine and whisky people, on account of his many inventions in their line, and especially since the introduction of the now famous Karl Kiefer improved beer and wine filter. While new in the market, it has made such progress that other filter manufacturers are fighting it with the knife—by cutting their prices, which is the strongest indorsement for his filter. The largest beer and wine houses have installed this filter in their plants, and have voluntarily sent in their testimonials as to its many superior qualifications.

All of Mr. Kiefer's numerous inventions are manufactured by The Eagle Liqueur Distilleries—Rheinstrom Bros. of Cincinnati, under his personal supervision, which is in itself a guarantee of the very best and most substantial workmanship. This was proved in the recent destruction of the Hilbert Mercantile Co.'s plant, where two of these filters were installed, and went through the fire, and only requires a good cleaning to make them as good as new.

If you are in need of a filter, you will do well by investigating, and have the merits explained and proven to you, which the Karl Kiefer new improved filter has over any other filter in existence. It is on exhibition at the San Francisco office of Messrs Rheinstrom Bros., 125 Mission street, where Mr. L. Siebenhauer will be glad to meet those interested.

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PACIFIC WINE & SPIRIT REVIEW

JOURNAL
OF
VINICULTURE.

OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

British Pharmacal Co..... $\frac{1}{4}$ page
Pacific Hydraulic Press Co..... $\frac{1}{4}$ page

RE-CONSTRUCTED

A. Vignier Co.....
Cerruti Mercantile Co.....
Hunter Rye.....
Rheinstrom Bros.....
Seattle Brewing & Malting Co.....
Smith, Emery & Co.....

Idiotic Masonic Dictum.

K NOWING the social habits of the Masons as a class, it is difficult to realize that the Grand Lodge adopted a rule forbidding the use of wines at all official banquets. That the movement was insincere, insofar as the promotion of temperance is concerned, is conceded by every intelligent Mason and the dictum of the Grand Lodge stands out boldly as a plain play to the gallery. That this is a truthful statement will be proved by the fact that at every headquarters of the Masonic lodges now gathering for the Conclave, wines and liquors will be served lavishly. It is plainly a case of the devil and the monk.

In this connection it may be stated that one of the courtesies to be extended to every Sir Knight will be the presentation of a basket containing fruits, flowers and a bottle of California wine. That this gift will be gratefully accepted by every Knight is a certainty. Hence the fallacy of the Grand Lodge's "temperance" move, is painfully obvious.

In conclusion, it may be said that by reason of this silly rule of the Grand Lodge, the committee on entertainment was required to pay for all wines used in such entertainment. Had it not been for the unwarranted action of the Grand Lodge, the wine men of the State would gladly donate the required wines.

It is to be hoped that there will be a reconsideration of this arbitrary ruling and that the settlement of questions of this kind will be left to individual lodges. Such a movement would be in the line of common sense.

Courageous Bishop Potter.

T HE action of Bishop Potter of New York, in dedicating the subway inn, gave the Prohibitionists and Teetotalers one of the worst setbacks they have ever received in their long campaign of crazy intolerance. That they realize that they have received a serious blow is evidenced by the tirade of abuse and villification that has been heaped upon him from all over this broad land. That was the only answer they could make to his statement of the conditions that justified his course.

Bishop Potter is one of the ablest men of the cloth in this country, a student, a conscientious investigator and observer, and it goes without saying that he is a man of high moral courage, else he would not have dared take this momentous step. He has the brains to draw right conclusions from past history and present conditions, a mental capacity not possessed by those who are so bitterly assailing him. He knows that prohibition is a farce—that it has been proven a failure wherever tried; that it does not prevent consumption of liquor, but that on the contrary it leads to excesses, encourages deceit and continual defiance of the prohibitory laws. In short the Bishop has, after due deliberation, been firmly convinced that the only way to deal with the liquor traffic is to regulate it on common-sense lines. He recognizes the fact that the laboring man, far more than the man of means and leisure, must have his place of relaxation and social enjoyment—that he needs his club as much as his more fortunate fellows. The reverend gentleman finds that the saloon is the poor man's club, pure and simple, and that the best way to deal with this fact is to improve the conditions of the place.

The Subway Inn is the result. It provides the best wines, liquors and food, at moderate prices, men who have indulged too freely, are not served, no disorderly conduct is allowed and women are barred therefrom. The Inn has its reading room and in all ways is made as cheerful and attractive as possible. However, the Subway Inn is no innovation, save that it has the sanction and encouragement of a profound student and theologian. On this side of the continent the saloon conducted upon these lines is the rule rather than the exception, but Bishop Potter is the leader in a good cause, and it is to be hoped that every city in the land possesses a prominent clergyman courageous enough to follow in his steps.

The next move in this new temperance work and one that will bear better fruit will be the establishment of places where pure native wines only can be had and at a minimum price, and which will be free from all taxation. The advent of such resorts in sufficient numbers would herald the beginning of the decline of drunkenness in these United States.

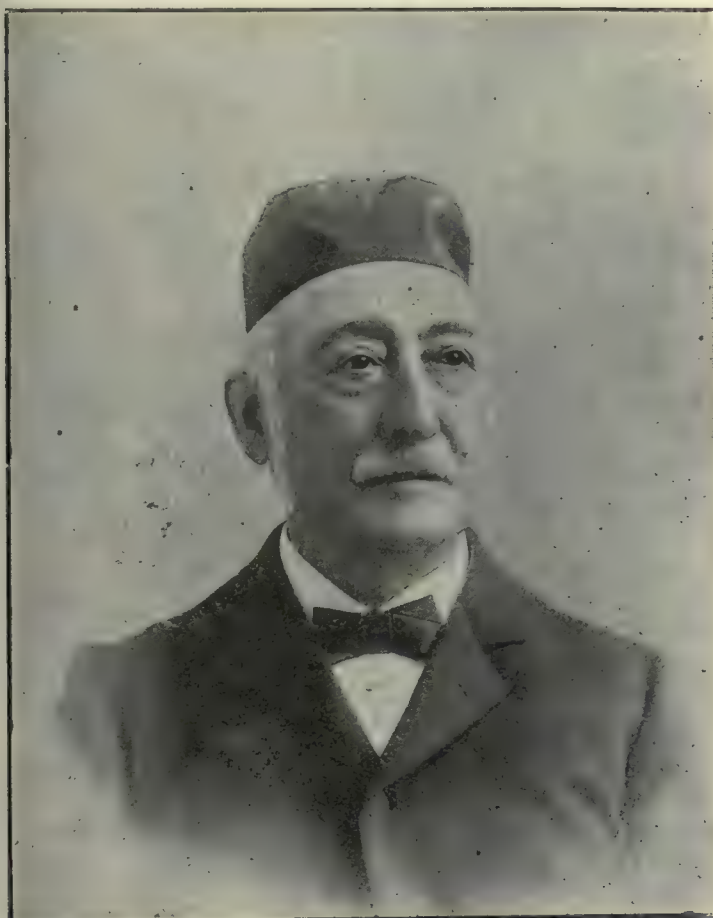
"Eat California Fruits."

T HE REVIEW has received from the General Passenger Agent of the Southern Pacific, a booklet entitled "Eat California Fruit." One hundred thousand copies have been printed and will be largely distributed at the St. Louis Fair. The subject matter is not only instructive, but is prepared in an interesting style that will insure its being read from cover to cover, by everyone who picks it up. It is compiled under three headings: (1), Why California fruits are the best; (2), The California fruits as nutritious health foods, and (3), The different California fruits with simple recipes for table preparation.

Obituary

Isador Landsberger.

EVERYONE connected with the wine industry will read with sincere regret of the death of Isador Landsberger of Landsberger & Son, wine brokers, this city, which occurred on the 14th inst. He had never been sick before and was never absent from his business a day during his career. His illness was of several months duration, and during this period he fought the grim messenger inch by inch. In fact he was up and fully dressed the day before his demise. The funeral was held at Mountain View Cemetery, Oakland, on the 16th inst., the remains being cremated by the express direction of the deceased. Charles Bundschu, who was his life-long friend, delivered an eloquent funeral oration.



ISADOR LANDSBERGER

Isador Landsberger was one of the landmarks of the wine industry of California, a strenuous worker who never shirked his task, be it ever so hard. He was a man of simple habits, high ambition and sterling integrity. Through all his long career no man could truthfully say he had done him an intentional wrong. Of him it can be said that he left a host of true friends and not one worthy enemy—a record of which his people may well be proud.

Mr. Landsberger was born in Berlin in 1824. He was educated in that city and engaged in business there before coming to America. In 1851 he decided to make this country his home, and came by way of England, spending some

time in London visiting the first World's Fair in that year. When he arrived in San Francisco while casting about for an opening, he engaged in the baking business and soon had one of the most prosperous establishments of the sort in the city. It was located on Clay street above Montgomery. He remained in this business until 1856, when he became an importer and commission merchant. That year he married Miss Marekwald in New York and engaged in business in New York until 1858 when he again returned to San Francisco. He remained in the importing business until the following year, when he lost every cent he had in a fire which destroyed Moore & Folger's warehouse.

His connection with the wine business dates from 1862. That year he was called upon by Colonel Agoston Haraszthy, the father of the late Arpad Haraszthy, and the two outlined the plans of a corporation to handle vineyard products. The outcome was the organization of the Buena Vista Viticultural Association, Mr. Landsberger being director for a short period.

At the same time Mr. Landsberger and Mr. Haraszthy became partners under the firm name of Landsberger & Co., acting as agents for the association. Two years later they resigned the agency and went into business for their own account.

This firm continued until October 1, 1880, when Mr. Landsberger retired and Mr. Henry Epstein was admitted. During the existence of the firm of Landsberger & Co. Mr. Arpad Haraszthy made the greater part of his experiments to perfect a first-class California champagne.

Mr. Landsberger, after the dissolution of the partnership, became a wine broker and soon commanded a fine trade. His eldest son, Mr. Henry M. Landsberger, was admitted to the firm in 1886.

Deceased was survived by a widow and seven children. He left considerable estate, of which his widow was made executrix. Business will be conducted as heretofore.

Captain Peter J. Dunne.

CAPTAIN PETER J. DUNNE died suddenly on the morning of the 21st inst. from ptomaine poisoning. While chatting with friends at 11:30 p. m., he was stricken suddenly and fell to the floor writhing in pain. He was promptly taken to the Waldeck Sanitarium, where he was attended by Dr. Gallwey, who with another physician, worked over the dying man all night. Mr. Dunne passed away at dawn without having regained consciousness. His wife and four daughters were with him during his last hours.

Peter J. Dunne was a member of the firm of James P. Dunne & Co., proprietors of the famous bars at Ellis and Stockton streets, and Market and Eddy streets, this city. He was a native of Philadelphia, 48 years old. In 1891 he came to San Francisco, from Nevada, where he had grown to manhood, and entered into business with his brother, James P. Dunne.

In politics Dunne was a Democrat, and on several occasions was a delegate to the national conventions of that party. He occupied several elective offices in the State of Nevada, where his early manhood was spent, among them being County Assessor of Storey County and Collector of Internal Revenue. In 1886 he was nominated for State Controller, and, although defeated by some 200 votes, ran

far ahead of his ticket. He took a great deal of interest in military matters and was at one time Captain of the famous Emmett Guards of Virginia City. He was a prominent member of the Ancient Order of United Workmen, and had served as Grand Master of that order.

He leaves a widow and four daughters, the youngest of which is 13 years of age. Three brothers and two sisters survive him, all residents of this city. They are Judge Frank H. Dunne of the Superior Court, James P., his partner in business, and Thomas F., President of the Western Oil and Paint Company. The sisters are Mrs. James Orr and Mrs. A. G. Sangster.

Peter Dunne was one of San Francisco's best citizens, an honest, energetic, high-minded, manly man, who dignified his calling. He was one of the best known and liked men in the trade of the whole Coast as well as among the general public. Thousands in all walks of life will sincerely regret his untimely taking off.

Peter and Giuseppe Simi.

IN a comparatively short time death has called both partners of the firm of P. & G. Simi, well known wine makers of Healdsburg, Sonoma county. They were pioneer wine makers and had established a lucrative business, each leaving a valuable estate. Peter Simi, who represented the firm in this city, went to Healdsburg to see his brother, who was on his death bed. He was taken suddenly ill and died. Giuseppe Simi, the dying brother, was never told of the demise of his brother, and passed away shortly afterward. Each left a family of several children.

John Rock.

JOHN ROCK, founder of the California Nursery, near Niles, died on August 8th, after a short illness. In the passing of John Rock, California loses a man who stood second only to Luther Burbank in the horticultural world. He was a man of brains and energy and did much toward the promotion of viticulture in California. He left a comparatively small estate to his two children. His death is a distinct loss to California and the world of horticulture at large.

Samuel Wheeland.

SAMUEL WHEELAND of the firm of Collins & Wheeland, retailers, Montgomery and California streets, died suddenly during the month from apoplexy. Some ten years ago the deceased succeeded to the interest of the late "Jimmy" Wheeland, one of the most widely known and popular saloon men on the Coast. Mr. Wheeland's taking off was wholly unexpected. He left many friends to mourn his loss.

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D. S. E. D. W. relieve the stomach of its work and permit that organ to rest and regain its health and strength. They contain all the essential ingredients that enter into the digestive fluids and secretion of the stomach.

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VINEYARD AND CELLAR

Andrew Frei of Dry Creek, Sonoma County, is building an addition to his large winery. The storage capacity will be increased about 80,000 gallons.

Mr. G. H. Richard is erecting a wine cellar at his home on Howell mountain. Mr. Richard expects to have his cellar completed in time to be ready to handle this year's crop of grapes.

The Bosch winery at Geyserville is contracting for grapes for five years at \$15 per ton.

A. Cassani, of Santa Rosa, has returned from a trip to New York City and the East, where he is building up a market for his wine. He makes a trip every year for this purpose.

Frank Eberle, of San Rafael, has decided to engage in the sale of California wines, and will handle the product of Beringer Brothers' Los Hermanos cellars, traveling throughout Oregon, Washington and Idaho.

The French-American Wine Company is getting its big winery in shape at Healdsburg. The capacity of the plant is 750,000 gallons and the cooperage will be empty before the season opens.

On June 28th the Fountain Grove Vineyard Co. made a shipment of sixty barrels of wine to Glasgow, via the Sunset, Gulf and Anchor lines, which reached its destination on July 25th, the total time from Santa Rosa to Glasgow being 27 days.

F. Sievers is having an addition 20x80 feet in size built to his wine cellar at Lomitas, Chiles Valley. The work is being done by Contractor G. O. Jursch.

Reedley, Cal.—Samuel Bros. & Co. have a large force of men at work this week at the Lacjac winery refitting it up so as to be ready for business when the grapes are ripe. Frank C. Birch is the consulting engineer.

The crop of grapes throughout the valley this year is looking fine and the yield will be good. The California Wine Association have offered \$15 per ton cash for all grapes hauled to their cellars this year. It is thought that they will pay a little more for some varieties.—*Napa Register*.

Manager Wilson, of the Yolo winery, has increased the cooperage of the plant and is now prepared to take care of the entire crop of wine grapes of northern Yolo and the vicinity of Woodland.

C. A. Reinert, the well-known Dry Creek, Sonoma County, wine dealer, says he is busy just now making large shipments of wine to Eastern cities. A shipment of 20,000 gallons to Milwaukee has just been finished; 500 barrels will be consigned next week for New York.

It is reported that the vineyardists of the Geyserville section will combine and assume control of the Walden winery at that place, and that, while the work is going on quietly, between 3,000 and 4,000 tons of grapes have been pledged by individual growers, some of whom are the most prominent ranchers in that section.

At the Hotchkiss winery, in Windsor, many improvements are being made in preparation for handling the coming crop of grapes. Another crusher will be installed at the unloading platform on the west end of the building, and this crusher will be run by a cable extending from the main shaft through the building.

A. C. Palladina, from the Italian-Swiss Colony, was in town this week on a business trip. He reports that the army worm has done a great deal of damage to vineyards. Mr. Palladina's young vineyard was stripped of leaves. Reports from Parlier, Kingsburg and other points around here show that the worms have made their appearance in a wide scope of territory. Mr. Palladina is trying a preparation of Paris green in his effort to stay the progress of the invaders.—*Fresno Republican*.

According to the figures shown by County Assessor Frank Dowd's assessment there are 450 acres of bearing table grapes in Sonoma County and 150 acres not bearing. There are 16,850 acres of bearing wine grape vineyards and 1,170 non-bearing. Of the wine grape vines 520 acres are under one year old, 650 under two years, 540 under three years and 810 acres under four years.

Local grape growers are almost certain to receive \$15 a

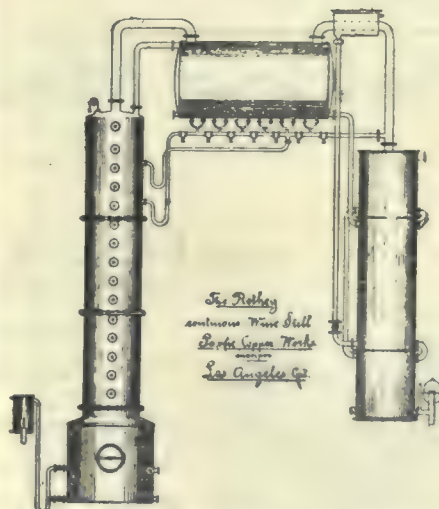
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ton for their grapes, free on board, in Galt this season. San Francisco and San Jose wine-makers are already making overtures on these figures to the growers for their crops. One grower expects a yield of twenty tons and over to the acre on a small vineyard near Galt, and at \$15 per ton will receive as high as \$300 per acre for his season's product.—*Lodi Sentinel*.

R. Martini, of Vine Hill, who has nearly all of his ninety-five acre ranch planted to grapes, which gives promise of a yield of many tons more than usual this year, is preparing a winery with a tankage capacity of about 30,000 gallons, that he may be prepared to hold his crop after it has been changed to wine, until such a time as the price will warrant a sale. Most of the vineyardists in this section are in a financial condition to hold their vintage and are not obliged to realize upon it for their present needs.—*Santa Rosa Republican*.

The vineyardists of San Bernardino County are in a state of excitement on account of a pest of grasshoppers. The grasshoppers are coming in droves from the brush along the foothills and have begun a crusade upon the vineyards. All kinds of efforts have been put forth to cut off the plague from the vineyards but the grasshoppers are too much for the vineyardists. It is feared that they will destroy the grape crop and seriously damage the vines. This is the first time such a plague has been experienced here.

Winery for Gilroy.

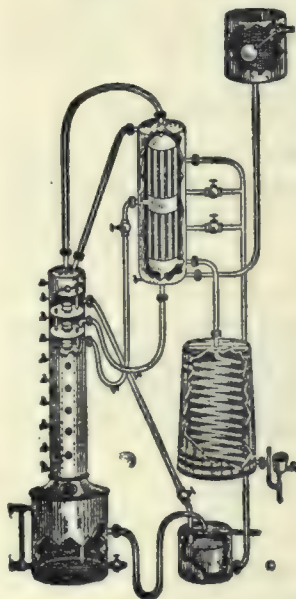
We are reliably informed by one of our leading viticulturists that the California Wine Association will positively erect their winery here next year, says the *Gilroy Advocate*. The Association has purchased a tract of seven acres north of the city limits from Henry Miller. W. B. Rankin and Joseph Colombet, of the Association, were here a few days since and will take most of the grapes in this vicinity this year, paying an average of \$16 per ton for Zinfandels. The crop is to be delivered at the depot by the growers. The Association did not have time to erect the buildings for this season's crop.

California wines have become so staple an article of commerce and to-day represent so vast an enterprise that it is well to pause and reflect upon what might have been if the industry had not been properly organized at the right time. Ten years ago the vineyards were in such unprofitable condition that the growers could sell their lands to better advantage without the plants, and many were forced into disposing of their property because of the low price of grapes. To-day the lands are prosperous, the growers satisfied with their yield and prices, and one of the principal industries of the commonwealth has been saved from at least partial extermination. The California Wine Association was mainly responsible for this changed state of affairs, and the trade who have co-operated and assisted the formation and growth of the firm, as well as the able management in the enterprise, should look with just pride upon the successful outcome of their efforts.—*New York Corr. Criterion*.

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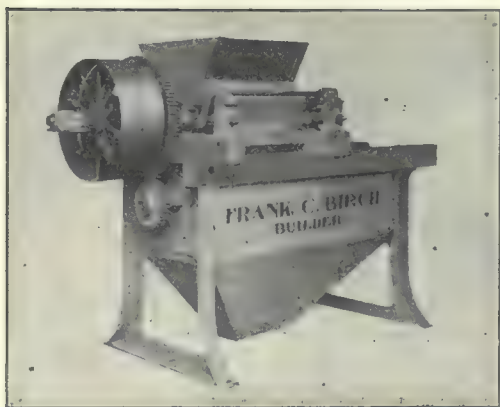


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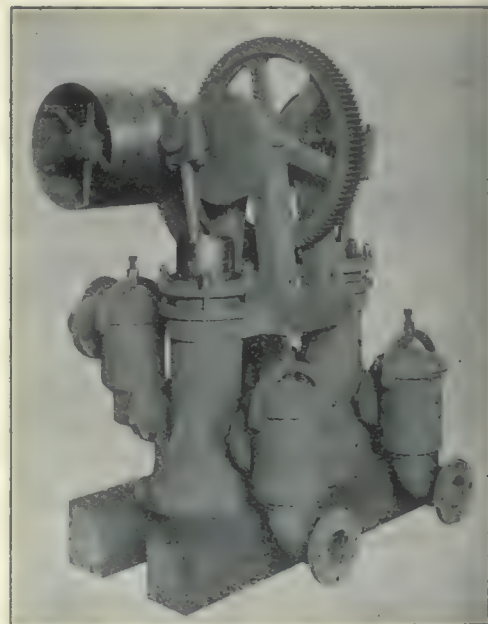
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Internal Revenue and Customs Rulings.

(T. D. 25535—G. A. 5773.)

Champagne in imperial pint bottles.

1. MEASUREMENT—AMERICAN STANDARDS.

The specification of measures in the tariff act is presumed to have reference to American standards and not to those of the country of exportation.

2. SAME—CHAMPAGNE—IMPERIAL PINTS.

The provision in paragraph 295, tariff act of 1897, for champagne in bottles containing more than "one pint," refers to the American pint; and champagne in so-called imperial pint bottles, which hold more than an American pint, is included in said provision accordingly.

United States General Appraisers, New York, August 16, 1904.

In the matter of protest 120861 of Morten & Co. against the assessment of duty by the collector of customs at the port of New York.

Before Board 3 (Somerville and De Vries, General Appraisers; Waite and Hay, General Appraisers, absent).

SOMERVILLE, *General Appraiser*: The importation consists of 5 cases of champagne contained in imperial pint bottles. The collector assessed duty on the wine at the rate of \$8 per dozen bottles under paragraph 295 of the tariff act of July 24, 1897, which provides that rate of duty on champagne and other sparkling wines "in bottles containing each not more than one quart and *more than one pint*." The importer in his testimony given at the hearing admitted that the imperial pint, which is an English measure, contains about 20 ounces, while the American pint contains about 16. His contention is, that the word "pints" as used in said paragraph 295 is broad enough to cover both American and English pints.

In our opinion, his contention is clearly untenable. The measures and weights specified in the tariff act are presumed to have reference to American standards. While the statute requires that "all invoices shall be made out in the weights or measures of the country or place from which the importation is made, and shall contain a statement of the actual weights or measures of such merchandise, without any respect to the weights or measures of the United States" (Rev. Stat., sec. 2837), nevertheless, the uniform practice is to reduce these foreign measures to American standards. Otherwise, there would necessarily be a lack of uniformity in the amount of duty assessable on imported merchandise, varying with the differences between the standards of weights and measures in foreign countries. The word "pint" as used in said paragraph must be construed to mean an American pint.

The protest is overruled and the decision of the collector affirmed.

(T. D. 25534—G. A. 5772.)

Decorated earthenware—Whisky jugs—Coverings.

Earthenware jugs imported filled with whisky, in packages each containing not less than one dozen jugs, as prescribed by paragraph 296, act of July 24, 1897, are entitled to free entry as the usual coverings for merchandise subject to specific duty, and not dutiable at 60 per cent ad valorem under paragraph 95.—G. A. 5611 (T. D. 25106) modified.

United States General Appraisers, New York, August 12, 1904.

In the matter of protest 120177 of W. A. Ross & Bro.

against the assessment of duty by the collector of customs at the port of Boston.

Before Board 1 (Lunt, Sharretts and McClelland, General Appraisers).

SHARRETS, *General Appraiser*: The merchandise covered by this protest is invoiced as "25 cases, each containing 12 quarter-gallon jars very old Scotch whisky." These jars or jugs were ornamented or decorated, and in addition to the specific duty of \$2.25 per proof gallon levied on the contents, the jugs were assessed with duty at 60 per cent ad valorem under the provisions of the proviso attached to paragraph 296, act of July 24, 1897, reference being made by the collector to G. A. 5611 (T. D. 25106) in support of his action. The importers' protest against the collector's decision reads as follows:

"We hereby protest against the liquidation of our entry * * * and the assessment of duty at 60 per cent ad valorem upon certain jugs containing whisky. We presume this duty has been assessed under the clause near the end of paragraph 296, which reads. 'Duty shall be collected on the bottles or jugs at the rates which would be charged thereon if imported empty,' but we contend that this is only the concluding portion of a sentence which, if taken as a whole and as applying to breakage, leakage and damage on wines and liquors, would not justify the imposition of the duty when there is no question of claims under these heads."

It is admitted that the jugs in question are the usual coverings for merchandise subject to specific duty, and were it not for the second proviso to paragraph 296, the assessment of 60 per cent duty thereon by the collector would not have been made. This proviso, after prescribing that no allowance shall be made on the liquors specified for breakage, leakage or damage, adds:

"Wines, cordials, brandy and other spirituous liquors, including bitters of all kinds, and bay rum or bay water, imported in bottles or jugs, shall be packed in packages containing not less than one dozen bottles or jugs in each package, or duty shall be paid as if such package contained at least one dozen bottles or jugs, and in addition thereto, duty shall be collected on the bottles or jugs at the rates which would be chargeable thereon if imported empty."

It will be observed that the language quoted does not in terms provide that *all* jugs imported with spirituous beverages shall be subject to duty at the rate which would be charged thereon if imported empty, but it does prescribe how certain beverages shall be packed; or (if not so packed) it imposes a penalty which includes the assessment of duty on more than the quantity of liquor imported, and, *in addition thereto*, the bottles or jugs are chargeable with duty as if imported empty.

Per contra, if the imported packages—as in the present case—contain each 12 quart jugs filled with spirituous beverages, the second proviso to paragraph 296 would seem to have no application thereto, except in so far as it prohibits any constructive or other allowance for breakage, leakage or damage thereon.

There being no other provision in the tariff act of 1897 which excluded the merchandise in question from free entry as the usual containers of goods subject to specific duty in accordance with the terms of section 19, act of June 10, 1890, we are of opinion that the collector erred in assessing duty on the same at the rate of 60 per cent ad

valorem. His decision is, therefore, reversed and the protest is sustained.

In G. A. 5611 (T. D. 25106), and other decisions unpublished, the Board held that jugs similar to the merchandise now before us were dutiable at 60 per cent ad valorem, but in those cases due consideration was not given to the issue raised by this protest, nor to a former decision of the Board, G. A. 4235 (T. D. 19905), which was overlooked. G. A. 5611 (T. D. 25106) and all other analogous decisions of the Board are hereby modified to accord with the views herein set forth.

No. 2614.—Still wine in packages containing more than one dozen.—Protest 115901 of Frederick Siemer Company against the assessment of duty by the surveyor of customs at the port of Cincinnati. Before Board 3 (Waite, Somerville, and Hay, General Appraisers), August 2, 1904.

Somerville, General Appraiser: This protest covers an importation of 10 cases of still wine, assessed for duty under paragraph 296 of the tariff act of 1897. The surveyor reports that in each case were 50 bottles, and that each case was charged for duty as 5 dozen bottles, or 50 dozen bottles in all—that is to say, although each case contained only 4 dozen and 2 bottles, the surveyor treated the two bottles extra as if they were a whole dozen and assessed duty accordingly. He seeks to justify his action by the practice of his office and the language of paragraph 296, which is that "wine * * * imported in bottles or jugs shall be packed in packages containing not less than one dozen bottles or jugs in each package, or duty shall be paid as if such package contained at least one dozen bottles or jugs," etc. It is obvious that this law does not sustain the surveyor's liquidation. It only requires that there shall be at least a dozen bottles or jugs in a package. It does not go on to require that, in case of there being more than one dozen bottles or jugs in a package, the excess shall be a multiple of a dozen, or duty shall be collected as if there were such multiple. The statute must be observed strictly. We are satisfied, that the action of the surveyor was illegal and not in accordance with the mandate of the statute. We sustain the

protest asking that duty be assessed on only 41 8-12 dozen bottles and instruct the surveyor to reliquidate the entry.

No. 2671. — Fruit in Alcohol — Reciprocity. — Protest 47572b of Mihalovitch, Fletcher & Co. against the assessment of duty by the Surveyor of Customs at the port of Cincinnati. Before Board 3 (Waite, Somerville, and Hay, General Appraisers), August 5, 1904. Opinion by Somerville, G. A.

The merchandise consisted of fruit in spirits classified under paragraph 263, tariff act of 1897, which provides a duty of \$2.50 per proof gallon on the alcohol in which the fruit is preserved. The importers' contention that only \$1.75 per proof gallon should have been assessed, on the theory that the provision for "spirits" in the German reciprocal commercial agreement was intended to apply in such cases, was overruled.

No. 2731.—CHERRIES IN SPIRITS—RECIPROCITY.—Protest 11208h of J. I. Munoz against the assessment of duty by the collector of customs at the port of New York. Before Board 3 (Waite, Somerville and Hay, General Appraisers; Waite, G. A., absent), August 10, 1904. Opinion by Somerville, G. A.

The importer contended that the rate of \$2.50 per gallon, provided in paragraph 263, tariff act of 1897, for the alcohol found in fruit in spirits, should not be exacted when the merchandise is imported from France, and that the rate on the alcohol should be \$1.75 per gallon, under the reciprocal commercial agreement with that country. Protest overruled. Note G. A. 4368 (T. D. 20761).

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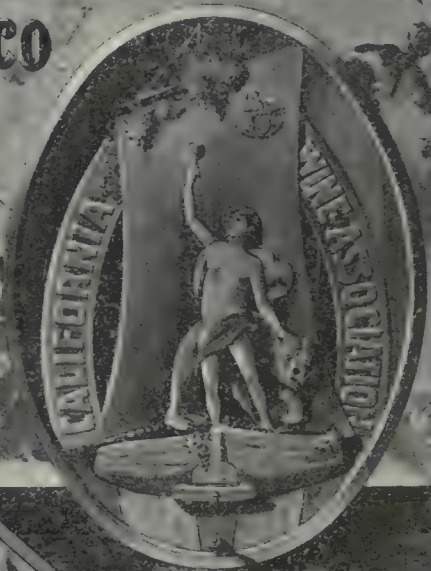
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VOL. XLVI.

SAN FRANCISCO, SEPTEMBER 30, 1904.

No. 11



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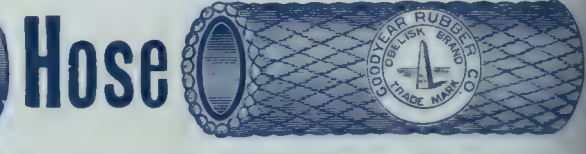
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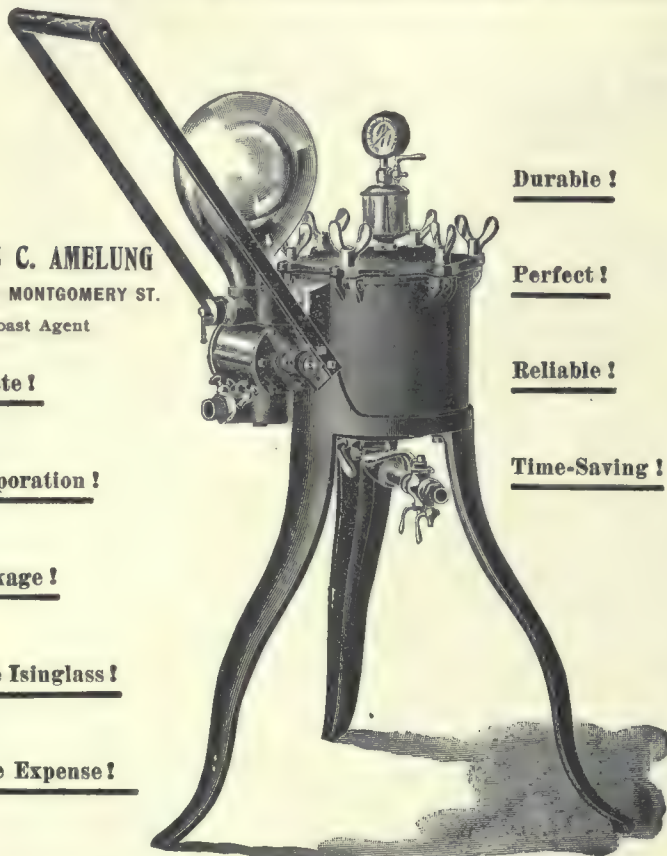
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Buffalo, 1901



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ORGAN OF THE WINE, SPIRIT AND BREWING TRADE OF THE PACIFIC COAST.

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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MARKET CONDITIONS.

DRY WINES:—The market is without special feature. Prices remain unchanged. Business during the month was fairly good, the regular exports by sea being about the same as in the similar period of last year. The variation was a slight falling off in bulk goods. In this connection, the immense shipment of bulk wines comprising 12,000 barrels in the steamer Oregonian, is not considered, as it does not come under the classification of regular shipments. Furthermore it has no particular significance. It so happened that there had been no facilities to send goods around the Horn for some time, and the big shippers took advantage of the opportunity. The result was a record-breaking cargo of the enormous weight of six million pounds of wine. The total movement of wines by sea was nearly one million gallons, of which 883,929 gallons went to New York. The total exports aggregated 366 cases and 977,802 gallons, valued at \$347,000.

SWEET WINES:—There is nothing in the situation at the present time to indicate that the concession in prices made a short time ago, has caused the buyers to get any special "move on." This might be due to a prevalent idea among Eastern dealers that the big vintage now on may be the cause of another surgical operation on prices. However, that remains to be seen, and in the meantime business is moving along in a normal way. In the First District the production in August, the first month of the season, was 90,337.27. No sweet wine was made in the Fourth District.

BRANDY:—In so far as new goods are concerned the market is in anything but a normal condition. The change is due to the independent distillers who are reaching out and shaving prices in order to secure contracts. In this direction they have gone a fraction of a cent below thirty cents for Muscat brandy naked. There is every indication that by reason of the situation due to the unseasonable storm and the low prices of grapes in the San Joaquin Valley, there will be considerable brandy made on speculation. All of which will have a dominating influence on the future market. Production in the two districts in the month of August was extremely light, the total being but 620 gallons, as against 3,352.3 gallons in the same month of last year. Exports by sea were of ordinary volume totaling 23 cases and 2,570 gallons valued at \$1,940.

WHISKIES:—Trade during the month showed a genuine reaction from the extreme dullness of the mid-summer season. Every representative house reported a marked improvement in business. As a rule collections were classed as slow, but there were exceptions to this, some firms reporting collections, particularly outside, as being good. While it is realized that the bad crops will have the natural effect upon country orders, still the wisest members of the trade feel quite sure that when they come to balance their books for the current fiscal year, they will find the results fairly satisfactory. The advent of thousands of Knights Templar and Odd Fellows during September, gave a big stimulus to retail trade in the center of the city. These visitors from all parts of Uncle

Sam's domain, left a large amount of "new" money with the liquor men who were fortunate to be located in the right section of the town.

Exports of whisky by sea for the month were unsatisfactory as compared with the business done last year at the same time. The totals were 1,891 cases and 2,695 gallons, valued at \$14,934. In the same month of last year, the figures were 3,435 cases, and 5,834 gallons, of the value of \$27,736. There is no satisfactory explanation for the comparative slump. Imports of whisky by sea were heavy in case goods and light in bulk. The figures were 1,374 cases, 18 casks, 3 hhds., 15 octs. and 26 barrels.

BEER:—The beer men had a busy month, both locally and throughout the coast. The prolonged phenomenally hot spell accounts for the situation. In this city enormous quantities of malt liquors were consumed during the festivities of the Knights and Odd Fellows. Imports by sea were of good volume. They included 715 cases, 972 barrels 20 half bbls and 60 qr. bbls.

IMPORTATIONS:—In line with other branches of trade, business with the importers showed a substantial improvement, particularly for the higher classes of goods. Leading houses expect business to improve materially between now and the holidays. Importations during the month were of good volume. They included 527 cases, 202 bbls, 28 csks, and 9 half csks wine; 1680 cases vermouth, 1374 cases, 26 bbls., 18 csks., 15 octs. and 3 hhds whisky; 1715 cases, 923 bbls, 20 half bbls and 60 qr. bbls beer, ale and stout; 217 cases and 10 csks brandy; 680 cases, 15 bbls and 10 csks gin; 784 cases, 108 csks and 5 bbls mineral water, 305 cases bitters and 692 cases liqueurs.

Californian Wine Market.

THE demand for wines continues to be small indeed for both dry and sweet wines, the general impression being that the next vintage will be enormous, and that as a consequence large quantities of wines of all sorts will be put on the market, and the recent decline of 2½ cents on sweet wines is intensifying this impression materially.

Some people even talk of an impending general collapse, for which, however, there is no reason.

We have had large vintages before when the outlets for grapes were not as varied and as numerous as they are at present, and those who indulge in such wild talk might do as well to consider the increased demand for table grapes, with increased facilities of shipping them all over the land, also the raisin trade, which has been on the increase, not to speak of the natural increase of the consumption of wines.

If the prices for sweet wines have been lowered 2½ cents, it is not from any other reason but that their value has been kept too high for some time past; it was simply a needed readjustment.—*Bonfort's*.

Great Wine Shipment Around the Horn.

THE largest shipment of California wine ever sent in one steamer went out in the big freighter Oregonian on September 22d. Twelve thousand barrels of the product of California vineyards were stowed away in the liner's hold to be taken around the Horn to New York markets.

The Vintage and the Storm.

THE unprecedented rainstorm that swept the State on the 21st inst., continuing four days, caused a great deal of anxiety and did a lot of damage in certain sections, largely confined to the San Joaquin and Sacramento valleys. During the progress of the downpour, which amounted almost to cloudbursts in some places, it was naturally feared that the crop of wine grapes would be destroyed or greatly injured, but the weather that followed the breaking of the storm was ideal with light, cool drying winds and warm sun gradually taking up the moisture and drying the fruit without splitting it. As a result the grapes were washed clean, and at the same time were reduced in saccharine strength, but the present favorable climatic conditions will, it is said, raise the sugar degree again. At the present writing it is impossible to obtain reliable reports of the damage in the various districts, but the best authorities are satisfied that the loss of dry wine grapes will not be serious. In the raisin (Muscat) districts, however, the situation is different, and decidedly bad. It is reported that as a result of the storm, one thousand carloads of raisins in process of curing were destroyed. Furthermore, the effect of the great rain will be to still further reduce the price of grapes to the wineries for distilling purposes, etc. The greatest loss, will fall on the growers of table grapes. The destruction in some regions is reported to be practically total. Herewith are given some crop notes touching conditions preceding and after the storm, as will be seen by these reports much damage was done in some sections by the extreme heat:

A dispatch from Mark West Springs, September 23, stated that on that date it was necessary to stop picking grapes, owing to the lack of sufficient sugar strength.

A report from Santa Rosa says the grape growers are thoroughly disheartened on account of the continued rain. The grapes are already cracking and the next thing they will mildew. Not a tithe of the grape crop of 25,000 acres of vineyard scattered throughout this county has been gathered.

Grant Peterson was in town from Windsor on Wednesday and reports that there will be a large crop of grapes in the vineyards in the section in which he lives. The vineyards look fine and are in a good state of cultivation.—Santa Rosa Press-Democrat, August 27.

A. Grossman, the vineyardist, says the grape crop was pretty badly burned by the heat of last week. According to his estimate, growers will pocket a loss of 10 to 20 per cent.—Napa Register, September 16.

The Zinfandel winery at St. Helena will be in the market for the purchase of grapes this year. Mr. J. H. Wheeler expects between 800 and 900 tons of grapes from his own vineyards this year, but says he might as well run his cellar to its full capacity if the grapes are procurable.

A reliable estimate of the damage done to grapes cannot be formed at this time, and it will take several days before it can be done. There is, of course, considerable damage, but first reports are likely to be overestimated. Some grapes are cracked open, and for this reason the wineries may reject them or insist on a less sum per ton than the original contract calls for.—Santa Rosa Republican, September 26.

As a result of the awful heat the grape crop has been damaged to a great extent. Conservative estimates sent to this office Thursday indicate that the loss will be fully twenty-five per cent. Even the second crop grapes are badly withered. These estimates are made in vineyards when the soil is heavy and the foliage is dense. On lighter soil the damage is undoubtedly greater.—St. Helena Star, September 16.

The damage resulting from the unusual September rains to the grape crops of Northern San Joaquin will not be so bad as was at first reported. About half the crop has been picked, and it is conservatively esti-

mated that not more than 25 per cent of the grapes remaining on the vines will be rendered unfit for shipping.—Lodi Sentinel.

Grape cutting is just beginning in this section. J. E. La Rue began hauling Friday. Mr. La Rue reports a fair crop and has sold to the Napa winery at figures not so good as last year. Only \$8 to \$10 is being offered in Sacramento for Muscat grapes for wine purposes.—Yolo Democrat, September 15.

A prominent Woodland grower says that practically all grapes still out are ruined and fit only for hog food. A local winery bought nearly all the wine grapes in this section, but has been unable to handle the crop, and for that reason deliveries have been retarded. The growers lose, as the contracts call for delivery at the winery.

The effect of the rain on the grapes in Santa Clara County is not expected to be very serious. Some of the varieties will probably be unable to develop properly, but the most of the crop will be unharmed. The wine grapes, the thin-skinned Zinfandels especially, will be damaged considerably. Grapes of heavier skins, and especially those which mature later, may not suffer appreciably, if a drying north wind follows the storm.

B. Bertling states that the late scorching weather has hurt the grapes in Santa Cruz County. The Tokay grape may be a total loss. Wine grapes will suffer some, but the chief loss will fall on the other kinds. At this time it is believed there will be a loss of a third of the crop.

The rains of the past two days will be of great injury to the grapes in this vicinity, for grape picking has, as yet, hardly begun, and Zinfandels, especially, cannot stand the precipitation without rotting badly. The hot days that burned the grapes so seriously and now the downpour before the vintage is gathered, unite to operate severely against vineyardist and wine maker in this part of Sonoma County for the season of 1904.—Sebastopol Dispatch, September 24.

As a result of such a heavy rain the ground has been thoroughly soaked and will allow of early fall plowing. But in the grape and tomato fields it will cause great trouble in getting the crop gathered. The greatest damage, however, in this county will be to the grapes themselves. The warm weather following rains causes the grapes to split, making them unmarketable, and then again, mildew will attack both table and wine grapes. In these ways the financial loss to vineyardists will be very heavy.—Santa Rosa Press-Democrat, September 24.

While many of the grapes are doubtless injured by the late rains, there is a probability of advance in price for those that can be saved in good condition. At Cloverdale at least one winery is paying fifteen dollars per ton cash and there is a general tendency toward an advance in price. The combine that has attempted to control the price will not be able to do so if the growers demand their rights and insist on getting a fair price for their products.—Santa Rosa Republican, September 24.

Percy T. Morgan, President of the California Wine Association, left for the East the latter part of the month. He is a delegate to the Pure Food Congress at St. Louis and is deeply interested in the work outlined for consideration by that body. Mr. Morgan will return at an early date.

F. E. Mayhew & Co., the well-known internal revenue brokers of this city, are kept moving lively these days. They are handling a large volume of business and see a long period of active work ahead of them.

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World's Fair Jury Favors Our Wine.

ST. LOUIS, Sept. 24.—Perhaps the feature of the recent sittings of the wine jury at the Louisiana Purchase Exposition, during which California's vintages were passed upon, was the unanimous verdict of the American jurors that they had been given the most thorough fair play by the foreigners. The latter were greatly in the majority and a large percentage of them were Frenchmen. The utmost good will prevailed, though some points were strongly contested, and when the labors were finished the greatest satisfaction was expressed at the complete harmony that had prevailed, and the fact that no award made had produced any rancor in the breast of any jurymen.

California had one direct representative on the jury, and there were two other members who were chosen because of their being indorsed by California's wine interests. The first alluded to is Henry Lachman of San Francisco, and the other two, William H. McNeil of St. Joseph, Mo., and Emile Dubois of Tallahassee, Fla. McNeil was at one time a resident of San Francisco and connected with the wine industry. There was not a great proportion of representation considering the growing importance of California's wine industry, but the general fairness of the jury made up for this. There were some men on the jury who probably procured the places through influence and for the \$7 a day for twenty days, and who did not know much, if anything, about wine, but this wrong condition will probably exist as long as World's Fairs are conducted as they now are, and the rules governing the selection of juries are not changed. The majority of the jury, however, was composed of wine experts:

Americans—Henry Lachman, wine dealer, San Francisco, Chairman; Lee J. Vance, trade journal, New York; William H. McNeil, St. Joseph, Mo.; W. B. Alwood, chemist, Blacksburg, Va.; John Ludwig, hotel keeper, Winona, Minn.; Julius Schuller, wine dealer, Indianapolis, Ind.; Emile Dubois, wine grower and distiller, Tallahassee, Fla.

Foreigners—M. Kester, Vice-Chairman, President Chamber of Commerce, Paris; H. Favraud, cognac distiller, Cognac, France; M. Foucald, distiller, Cognac; M. Laporte, cognac distiller, Cognac; M. Mandeix, wine broker, Havre; M. Wursthurn, wine grower, St. Max, France; M. Guestier, Bordeaux, wine dealer; M. Calvet, Bordeaux, wine dealer; M. Schyler, Bordeaux, wine dealer; M. Vert, cognac distiller, Cognac; M. Paul Bahan, wine dealer, Bordeaux; Dr. L. Basserman Jordan, President Wine Association, Diederheim, Germany; G. Courrege, Portugal; Alfreda Mosquita, Portugal; J. R. Gomez, at present a broker in New York, Brazil; Alexander Conta, Vice-Consul from Austria to St. Louis; Amadore Serafini, Argentine; E. Rouff, wine dealer, Naples.

Henry Lachman, as the representative Californian on the jury knows the exact conditions under which that State competed. He says among other things:

"Matters might have been a great deal more favorable for California than they were. We had no adequate storage facilities at the Fair, and the wines we had here suffered because of the climate. Every bottle of wine used in competition was taken from the Golden Wine Temple here. We might have done better by sending down town and getting wines from the dealers, who keep them in proper condition.

"Then the wines were entered just as they were taken from the shelves, without any preliminary testing to weed out those bottles that were 'off.' I got here too late to do that. There were no facilities, either, to put the wines at a proper temperature. California has gone through her examination under hard conditions."

France stood strongly for her old contention that wines bearing the names of any district outside of the country in which they were grown should not be allowed in competition and she had enough jurors to back it up. The Frenchmen were pleased to see that many California producers are using names of their own, and expressed the hope that ere many years their own cherished names would be off every bottle of wine not produced in their country. Champagnes and cognacs suffered under this ruling, the Germans being barred from entering their wines of the sauterne type.

Lachman succeeded in arranging a compromise under which the words "type of" and "California," the latter in prominent letters, on the label would admit a wine bearing the name of a foreign district to competition. He argued that this was necessary to the trade, as people had grown to know certain varieties of wines by their French names, and that it was hard to identify them by others.

Another thing that was against California was the thorough organization and general preparedness of the foreigners. They had selected their wines carefully by preliminary testing, and had them in the best of condition when the jury called.

The selection of Henry Lachman as Chairman of the body was a compliment to California and a manifestation of the esteem in which he is held by the wine men of the world. He was complimented by his fellow jurymen on his deportment in the chair. Some of the French members of the jury belong to houses in France of world wide prominence.

The testing of the California vintages was done in the Wine Temple of that State. Two large tables were set end to end and along these, the jurors gathered, with Chairman Lachman at the head. Ropes were stretched at the entrances through the railings, and these and specially detailed Jefferson guards were bars to all intruders.

Some of the jurors expressed the opinion that most of the California wines had greatly improved in the last decade.

A resolution was adopted calling upon Congress to pass stringent laws that would prevent the adulteration of all farm and vineyard products.

The result of the French stand against California's use of any of her names has already produced talk here of a more stringent guard against the entry into American ports of any French wines bearing labels that have no right to be on them, inferior wines carrying the names of high-class ones.

P. E.

LATER—Nearly every wine opened here by the jury was "off"—American and foreign, as well—owing to the climatic conditions, which are the worst, it is said, that wine could be subjected to. No cool storage place was provided by the Fair people for wines or other products. The Gundlach-Bundschu Wine Co., sent on wines by express at the last moment, but they were caught in a washout and spoiled. It is announced that the firm will be given a chance to forward more wine and that competition will be kept open to allow the house to compete.

P. E.

Wine Juror Wm. H. McNiel's Report

ST. JOSEPH, Mo., Sept. 20, 1904.

EDITOR WINE AND SPIRIT REVIEW:—Sunday, September 4, I received a sudden call from the California Commissioners, Filcher and Wiggins, to report for duty as wine juror, which I did on Wednesday morning, going at once to F. W. Taylor, Chief of the Agricultural Department, getting my credentials, etc.

The jury had sprung the same question as at Paris in 1900 regarding the nomenclature of wines, which question, on my arrival, was nearing a settlement by the firmness of Mr. Taylor, he having told the jurors that the United States had something to say about the matter at this time. The few American jurors were drafting a resolution to present to the jury, and the French members were doing the same.

At a meeting that afternoon the following resolution was presented and unanimously adopted. The French Committee also presented theirs, that in intent was identical.

At a meeting of the Jury of Group 92 at 4 p. m., on September 7th, the American members of the Jury unanimously stated that they recognize the friendly spirit and sentiments of their French colleagues and believe that it is most desirable to reach a satisfactory conclusion or settlement of the questions raised with regard to the matter of names and labels on the wines and brandies exhibited. Therefore:

It is proposed that in all cases where there are objections raised to the names and labels of any samples offered to this Jury, the matter shall be submitted to a committee of two, consisting of one American and one French member, and if these two members are unable to agree, a third shall be chosen by these two and the decision made by a majority of these three persons shall be accepted as final.

Andre Mendeix, of Paris, and William B. Alwood, of Virginia, were appointed arbitrators under the resolution.

The Americans present—Alwood of Virginia, Ludwig of Minnesota, Schuller of Indiana and Vance of New York—had been doing good work for the American interests. Mr. Taylor was the prime mover, and by his diplomacy and firmness brought order out of chaos.

I found that all the foreign members of the jury were gentlemen of the first order and I made it my first duty to cultivate their friendship and regard, not so much for myself as for the State I represented, and I believe I succeeded.

I also saw that one or two were the silent leaders of the foreign jurors, but all were favorable to any proposition advanced by California, especially after the resolution had been adopted.

I found that as usual at an American Exposition, no provision had been made for the proper storage or care of our native wines. The foreign wines, being in the charge of the customs authorities, were stored in the basement of the Horticultural Building (west end) and were in fine shape. The French exhibit was almost entirely of empty bottles, properly labeled. Hereafter it should be the duty of the chief of the Agricultural Department to provide a suitable storage cellar (not a cold storage) divided into dutiable and non-dutiable compartments, with a room above ground with plenty of light and other necessities for the use of the jury. I found that lack of the above was a serious feature at Chicago in 1893 and also here at this time.

Thursday was devoted to routine work, getting papers

in shape, etc. Word was received that Henry Lachman would arrive here Sunday afternoon. I at once planned for a meeting with Mr. Lachman by Mr. Calvet and Mr. Guestier of Bordeaux (who I had found were the leaders of the foreigners of the jury) to occur Sunday evening at the Missouri Athletic Club, and with the result that a cordial understanding was effected between us.

Friday and Saturday were devoted entirely to the examination of French wines, and there were shown some of the finest wines in the world. To copy the same should be the goal and ambition of every vineyardist.

Owing to the absence of Mr. Lachman I asked that the examination of California wines be deferred until Monday, September 12th, which was granted. I at once notified the California Commissioners and Custodian to have everything in readiness.

Several of the foreign jurors had stated that they would be compelled to leave early in the next week, so Mr. Taylor gave a dinner to the jury, group 92, at the International Cafe, on the Pike, Saturday evening (and notwithstanding the letter of the *Chronicle* correspondent, we had a fine dinner).

Mr. Emile Dubois of Florida reported for jury duty and was present at the banquet, Mr. Lachman being the only absentee; and only the most cordial and friendly sentiments were exchanged among us. On Monday I introduced Mr. Lachman to Mr. Taylor, and after a short conversation I then introduced him to the other jurors, and he was cordially received by them.

After a short delay in obtaining a few necessary articles the work of the day began in earnest. Owing to the lack of proper storage, the wines did not present their usual good appearance, and it was a wonder that they received the recognition accorded to them.

We were permitted to withdraw some that were not up to standard. We found afterwards that the wines had been stored above ground along the east wall of the building, as warm a place as could have been found.

Under the resolution passed Wednesday, thirty-three wines were referred to the Committee of Arbitration. All except one were passed by them, as there were words and marks to show where they had been made, prominent on each label. The one exception was Repsold's cognac. Next morning we telegraphed them to withdraw present label. They answered that they would do so, so this settled the last disputed point.

Another concession we obtained was where one wine showed superior excellence, we would erase all others on the application and give an award on that one alone.

One happy incident occurred which I must not omit, for it proved a credit to the individual and to California. The jury were about to leave to answer a call of Mr. Taylor, when Mr. Calvet, Mr. Guestier and others of our foreign colleagues said "wait a moment, we wish to sample one wine," which was Paul Masson's sparkling wine. (Had the word "champagne" been on the bottle it would have been rejected.) One and all spontaneously pronounced it a "grand prix." (It was served warm.)

It had been decided that the prefix of "California" in bold type or the words "Type of" would cover all objections to the geographical names.

Tuesday morning the last meeting of the jury as a whole was held, and as nearly all the examinations had been made, by vote the balance was left for the American jurors

to complete. At this meeting H. Lachman was unanimously elected Chairman of the jury, it having been decided that an American should be the Chairman, and as California had the largest wine exhibit, the Chairmanship went to that State.

Wednesday, Thursday and Friday we examined wines from several of the States and found them, for want of proper care, worthless. Samples were taken from the exhibits covered with dust, not properly corked and spoiled, which might have been fair wines if presented under proper conditions.

Saturday morning I bid good-bye to the various officials and thanked them for their courtesy to California, and in the afternoon I had my first opportunity to see some of the Exposition. California can be proud of the exhibits in the Agricultural, Horticultural and Forestry buildings. I believe they are the handsomest the State has ever shown.

The Commissioners have done remarkably well with the funds at their disposal. The California building, though small, is very handily arranged, and crowds from all parts of the country visit it every day, and they are always well entertained by the Commissioners and employees.

WM. H. McNIEL, Wine Juror,
St. Joseph, Mo.

Entering Case Goods On Form 52.

THE Internal Revenue Department has made a ruling which requires distilled spirits bottled in bond to be entered on form No. 52 when received or sent out by wholesale dealers. Heretofore the statute covering this case has not been strictly applied and the additional entry will entail a very considerable labor on the part of dealers. In a letter to the Collector of Internal Revenue of Alabama, the Acting Commissioner, Mr. Williams, says:

"This office is in receipt of a letter from Benish & Meyer, of Selma, making objection to the substance of treasury decision No. 808, which requires distilled spirits bottled in bond to be entered on form No. 52 when received or sent out.

"For reply to their letter the parties named have been referred to you, and you will invite their attention to the fact that section 3318 requires every rectifier and wholesale liquor dealer on the same day on which he receives any foreign or domestic spirits to make the prescribed entries on the book to which the section relates. It is true that the statute has not been strictly applied in the case of goods put up by a distiller at his free warehouse, but the law specifically provides for the marking of the cases so they can be identified, and under such circumstances I see no reason why the law does not apply to them."

The ways of the Department are mysterious. If for years this statute "has not strictly applied" and the Government has suffered no loss, where is the sense at this late day of compelling the trade to do still more bookkeeping for the Government. Many regulations of the Department seem designed to hinder trade and embarrass dealers whom the Government treats as if they were all inherently dishonest. The National Association could do no better work than to induce Congress and the Department to simplify and codify the numerous and sometimes conflicting rulings which serve apparently in many cases only to annoy the wholesale liquor dealers.

Experiments in Fermentation.

THE University of California, Department of Agriculture, has issued a report compiled by Professor E. H. Twight, on the co-operative investigations carried on during the vintage of 1903 by the California Wine Association and the University. The latter furnished the viticultural experts and the former allowing the use of its large wineries in Sonoma County, its San Francisco laboratory and building, a laboratory in Geyserville for the cultivation of pure yeast, besides furnishing the services of Charles S. Ash, the chemist in charge of the laboratory.

The object of this extended series of experiments was the study of the influence of temperature, of acid and of selected cultivated yeasts on fermentation, in the latter case ascertaining the difference between cultivated yeasts and those that were "wild" or natural. Observations were made on 360 fermentations in tanks of 5,000 gallons capacity each, making a total of 1,520,000 gallons of wine, which, therefore, puts this work upon a practical basis and not the result of laboratory investigation only.

Fermentation at low temperature has the following beneficial results: Lower percentage of volatile acid, lower percentage of albuminoids, and hence easier to clear, greater percentage of alcohol and dryness. Fermentation with cultivated yeast starts more rapidly. In course of the fermentation, the time and temperature remain about the same.

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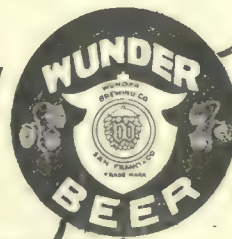
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West Virginia's Unjust Liquor Trade Tax.

THE new liquor tax law, in West Virginia, is of particular concern to the winemen and distillers. It is a new departure in the matter of taxing the wine and distilling industries and should it be finally found to be constitutional, it will set a precedent for other States to follow for the purpose of increasing their revenues. It appears to be a restriction of commerce between States, but the statute is in effect and force and those of the trade and industries who desire to do business in West Virginia must procure a license and pay \$500 per year for it. The special clause covering this feature of the law is herewith given:

"Sec. 57. On every license to sell spirituous liquors, wine, porter, ale and beer, and drinks of like nature at retail, four hundred and fifty dollars.

"It shall be unlawful for a retail dealer licensed under this section, or for any other person to sell at retail any whisky or brandy, or beer, ale or porter, manufactured in or out of this State by a distiller of whisky or brandy, or by a brewer of beer, ale or porter, who has not procured a manufacturer's selling license, to sell in this State, as provided in sections fifty-four, fifty-five and fifty-six of this chapter, and every such sale shall be deemed a sale without license, and punished accordingly.

"Sec. 58. On every license to sell spirituous liquors, wine, porter, beer and ale, and drinks of like nature, at wholesale, by any other person than a distiller of whisky or brandy, or a brewer of beer, ale or porter, having a manufacturer's selling license, four hundred and fifty dollars, in addition to other taxes. It shall be unlawful for any wholesale dealer licensed under this section, or for any other person, to sell at wholesale, any whisky or brandy, or any beer, ale or porter manufactured in or out of this State by a distiller of whisky or brandy, or a brewer of beer, ale or porter, who has not procured a manufacturer's selling license to sell as provided in sections fifty-four, fifty-five and fifty-six of this chapter, and every such sale shall be deemed a sale without license, and punished accordingly.

"Sec. 62. Apple and peach brandy distilled within any of the counties of this State, from fruit grown in the State, may be sold by the distiller thereof in quantities not less than five gallons at a time, to be carried away and not drunk on the premises where sold, by his paying a license tax of one hundred dollars; but the sale and delivery of a less quantity than five gallons at a time shall be deemed a sale without a license.

Southern Wine Project.

NORFOLK, Va.—Norfolk capitalists have formed a \$200,000 company for the purpose of cultivating a 15,000 acre tract of land in Eastern Virginia and Carolina to grow grapes for wine manufacturing.

LASH'S BITTERS
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Important Pure Food Regulations

THE Bureau of Chemistry of the United States Department of Agriculture, has just issued a very important bulletin—No. 18, which is of vital interest to the importers of wines, liquors and malt beverages. The full text of the matter pertaining to the trade, is herewith given:

UNITED STATES DEPARTMENT OF AGRICULTURE.

BUREAU OF CHEMISTRY—Circular No. 18.

The act making appropriations for the Department of Agriculture for the fiscal year ending June 30, 1905, contains the following provision relating to the inspection of imported food products:

"To investigate the adulteration, false labeling or false branding of foods, drugs, beverages, condiments and ingredients of such articles, when deemed by the Secretary of Agriculture advisable; and the Secretary of Agriculture, whenever he has reason to believe that such articles are being imported from foreign countries which are dangerous to the health of the people of the United States, or which shall be falsely labeled or branded either as to their contents or as to the place of their manufacture or production, shall make a request upon the Secretary of the Treasury for samples from original packages of such articles for inspection and analysis, and the Secretary of the Treasury is hereby authorized to open such original packages and deliver specimens to the Secretary of Agriculture for the purpose mentioned, giving notice to the owner or consignee of such articles, who may be present and have the right to introduce testimony; and the Secretary of the Treasury shall refuse delivery to the consignee of any such goods which the Secretary of Agriculture reports to him to have been inspected and analyzed and found to be dangerous to health or falsely labeled or branded, either as to their contents or as to the place of their manufacture or production, or which are forbidden entry or to be sold, or are restricted in sale in the countries in which they are made or from which they are exported."

In order to facilitate the execution of this law and to avoid any unnecessary delay in the inspection of products on arrival, the attention of importers is called to the following suggestions:

1. The inspection of food products includes foods, beverages and condiments, and ingredients of such articles.

2. The inspection, under the language of the law, relates to the following points:

(a) To ascertain if the imported products are injurious to health.

(b) If they be falsely branded or labeled in regard to the contents of the packages.

(c) If they be falsely branded or labeled as to the place of manufacture or production.

(d) If they be forbidden entry to or are restricted in sale in the country in which they are made or from which they are exported.

3. A food product, in the absence of contrary judicial interpretation, will be deemed by the Department of Agriculture to be adulterated—

(a) If any valuable ingredient naturally present therein has been extracted.

(b) If a less valuable ingredient has been substituted therefor.

(c) If it be colored, powdered, or polished, with intent to deceive, or to make the article appear of a better quality than it really is.

(d) If it be a substitute for or imitation of a genuine article and offered under the name of that article.

4. Products will be deemed injurious to health in the absence of contrary judicial determination—

(a) If any substance, with the exception of the long-used, well-known condimental substances, viz., common salt, spices, sugar (sucrose or saccharose), wood smoke and vinegar, be added thereto for preserving, coloring or other purposes, which is injurious to health, either as determined by actual experimental evidence or in the predominating opinion of health officers, hygienists and physiological chemists.

(b) If the products be decomposed, filthy, decayed or in any unfit condition for human consumption.

5. Products will be considered by the department as misbranded in the absence of contrary judicial determination—

(a) If any false name or property be assigned thereto in the label, directly or by implication.

(b) If any false statement be contained in the label relating to the place of manufacture or production of the contents of the package, directly or by implication.

(c) If they are not of the nature, substance and quality commonly associated with the name under which they are sold or offered for sale.

6. Food products will also be excluded from entry into the United States if they are of a character or kind forbidden entry in the country where they are manufactured or from which they are exported.

7. Food products will also be excluded from the United States if they are forbidden to be sold or are restricted in sale in the countries in which they are manufactured or from which they are exported.

Illustrations.

Until further notice, or until the matter shall have been determined by judicial decisions, or until the permanent standards for the products mentioned have been established by proclamation, the Department submits the following illustrations for the guidance of importers, as an index to the action of the Department in cases where the products hereinafter mentioned, and like products, are offered for import:

1. Wine bearing a classed name, that is, brands of wine of high grade recognized by law and by commercial usage, must be true to name; for instance, a wine bearing the name Chateau Larose must be wine coming from the vineyard covered by that appellation and no other. Importers should be ready to furnish certificates, when asked for, of conformity of the wine to the label used. Stretched wine, that is, wine containing a part of the original wine, or a similar wine from a different vineyard, should not be labeled with the name of a true, classed wine.

2. Wine containing sulphurous acid in amount greater than that first mentioned below, added as a preservative or for other purposes, should carry upon the label "Preserved with sulphurous acid," and the declaration accompanying it should state approximately the quantity of sulphurous acid present. The admission of wines containing not more than 200 milligrams of sulphurous acid per liter, added in the usual cellar treatment, of which not more than 20 milligrams shall be free acid, is permissible without notification. Wines containing more than 350 milligrams per liter of sulphurous acid should not be offered for importation under any conditions.

3. Sugar wines are wines which are made partly by the addition of sugar to the must or otherwise previous to fermentation, and should

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bear upon the label "Sugar wines," or some similar legend, and the quantity of sugar employed in their manufacture should be stated in the declaration before the consul.

4. Mixed wines, that is, blended wines, should not bear the name of the vineyard from which a part of the mixture is made, unless the label plainly indicates that it is a blend or mixture with other wines. If wine from any other country than that where the mixture is made, or from which it is exported, be employed, a statement to that effect should be found upon the label and in the declaration. Wines, sulphured wines, sugar wines and mixed wines should not contain over 14 volume per cent of alcohol.

5. Fortified wines, that is, wines to which additional alcohol has been added, under the law of the United States regulating fortification of wines, should contain no added alcohol except that derived from the distillation of wine, and the brandy so used should be properly aged in oak casks in order to be free from injurious compounds, such as fusel oils, etc. Raw Brandy made from the lees, pomace and refuse of the winery, and containing excessive quantities of fusel oil and other injurious ingredients, should not be used in the fortification of wines imported into the United States. Importers are requested to secure such information from their agents abroad as may enable them to certify to the character of the brandy used for fortification when any doubt exists.

6. Brandy (potable brandy) is the distillate from wine, properly aged by storage in wood to eliminate the greater part of the fusel oils, etc., which may be present. Brandy should contain not less than 45 nor more than 55 volume per cent of alcohol and not more than 0.25 per cent of total solids (extract). The content of fusel oils should not exceed 0.25 per cent. Brandy should not be mixed with alcohol from any other source than that of distilled wine. The distillate from the lees, pomace and refuse of the winery is not entitled to bear the term "brandy" in the potable sense. "Cognac" is only admitted as a name in the case of brandies made in Cognac from wines grown and manufactured there. No artificial color other than that derived from the wood in which they are aged is admitted in brandies.

7. Whisky is the distilled product of fermented cereal grains, properly aged in wood in order to remove the greater part of the fusel oils, etc., produced during the distillation. Whisky should not contain less than 45 nor more than 55 volume per cent of alcohol and not more than 0.25 per cent of total solids (extract). The content of fusel oils should not exceed 0.25 per cent. No artificial color other than that derived from the wood in which it is stored is admitted in whisky. Blended whisky is whisky made of two or more whiskies. Compound or "rectified" whisky is whisky made with or without the use of some whisky from neutral, cologne or silent spirits, that is, pure alcohol, to which artificial flavoring and coloring matters may be added. Such whiskies should be plainly branded on the label "Compound" or "Compounded," even if containing a percentage of pure whisky.

8. Beer is the fermented product of cereal grains, the starch of which has been converted into sugar by malt or malting, and to which an infusion of hops has been added. * * *

General Statement.

The above specific illustrations indicate the position of the Department in regard to the general character of food products which may be imported without question.

The importer will do well to require his agents in foreign countries to carefully comply with the general principles set forth. In a few words they may be summarized as follows: Freedom from deleterious substances, notification of added foreign substances, truthfulness in labeling. * * *

H. W. WILEY,

Chief Bureau of Chemistry.

Surcharge On Import Duties.

A recent decree of the Venezuelan Government provides that goods imported into Venezuela from foreign colonies are to pay an additional 30 per cent, and that an additional duty of equal amount is also to be imposed on all goods imported from European ports or from the United States after trans-shipment in foreign colonies. These additional duties came into force on June 2, 1904.

Vindicates Scotch Whisky.

THAT leading British trade journal, the *W. and S. Gazette* (*Harper's Weekly*) of London, Eng., thus speaks of the allegation by Dr. H. W. Wiley against Scotch whisky imported into this country:

The subject of adulteration is scarcely worth following up, were it not for the constant and idle repetition of such libels in quarters, too, from which something better might be expected. For instance, the latest to hand comes from a quite respectable morning journal, where a New York correspondent alleges that most of the imported Scotch whisky is "tinctured with creosote to give it the smoky flavor," and that very little genuine Scotch ever reaches America. That is distinctly untrue, as many of our most reputable distillers, merchants and blenders are extensive importers to countries like America, and their first-class brands and blends are beyond reproach. It will be a poor day for "Scotch" when it is otherwise.

Amended Mexican Customs Regulations.

Samples of wines, spirits, or liqueurs, when imported in receptacles of which the capacity does not exceed 40 centiliters and the weight of the liquid contents is not greater than 400 grams, will also be admitted duty free; provided, however, that the net weight or total contents of the samples sent by a single shipper to a single consignee does not exceed 5 kilograms or 5 liters.

Smith, Emery & Co.

INDUSTRIAL CHEMISTS



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Analysis of Wines,
Malt and Distilled Liquors,
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Chemical and Physical Laboratories

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SAN FRANCISCO, CAL.

News of the Northwest

SEATTLE, Sept. 15:—The market of the past two weeks may be said to have been a waiting one. Labor Day checked trade generally, for that day and the excessive dry, hot weather has created a sluggish tendency that practically permeated all channels of trade. The fall trade has not yet set in, and cannot be expected to do so until the close of the month. In the meantime the last of the vacations of the employers and employes are being enjoyed, and by the time these are over and a good soaking rain shall have cleared the atmosphere and soaked the parched ground, everybody will be ready with renewed mental and physical strength to join in an active fall and winter campaign for business. The prospects were never brighter than they are now, and with a fair degree of assurance, it may be said that the coming November elections will not change the political complexion of the present safe and sound administration. It is reasonable to look forward to another four years of commercial and financial prosperity.

Donald McCluam, owner of a saloon at Buckley, Wash., will open a saloon at 910 First avenue South in the near future.

Washington Liquor Dealers' Association held a convention at Olympia September 15th and 16th. Seattle was well represented and the boys all report having had a good time.

Tom Johnson, of the firm of Dryfoos & Co., attended the Washington Liquor Dealers' Association at Olympia, Wash.

Max Kreilsheimer, of the firm of Kreilsheimer Bros., wholesale liquor dealers, attended the Washington Liquor Dealers' Convention at Olympia.

P. P. Brown, Aberdeen, Wash., is opening up a first-class saloon.

Migliavacca Wine Co., Seattle, have one hundred barrels of wine and other liquors coming on the Steamer Rainier, which sailed from San Francisco September 14th.

J. S. McGinnis recently opened up a saloon at Wenatchee, Wash.

S. Migliavacca attended the Washington Liquor Dealers' convention at Olympia, Wash.

Jim Morrison is decorating his place up in great style. Jim believes in keeping up with the times, and his bar certainly holds the reputation of being the swellest on the Coast.

Deri & Co. have bought W. F. Weimer's saloon, located at 101 Occidental avenue.

The Double Stamp saloon, which was owned by the late J. B. Clark, has been bought by Fred Beck, brother of Henry A. Beck.

The Claussen Brewing Association are making extensive improvements on their plant.

The proprietor of the Summit, Mr. B. C. Gray, is sojourning in Europe. John Hartig is managing his business during his absence.

Mr. Cooper, manager of the Stratford Bar, 910 Second avenue, is fixing his place in fine shape, making such changes in the interior as will make it more popular than ever.

Mr. Lithgow, of the firm of Lithgow-Hill, liquor dealers, is home again, after spending a few weeks in Southeastern Alaska. He says the prospects are excellent in that country.

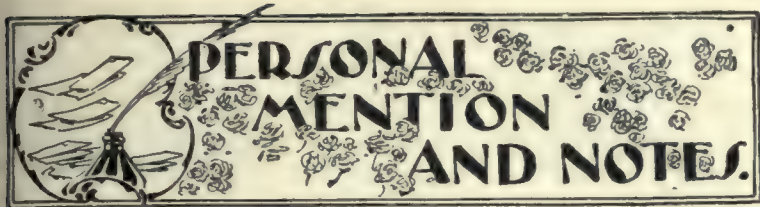
W. S.

Prohibition in California.

THERE are three counties in Southern California under Prohibition. In three counties no work has been done for lack of workers. Of the remaining three counties, three-fourths of the inhabited portion is under Prohibition. There are from twenty to twenty-five towns in these counties from which the saloon has been banished. These include our most prosperous smaller cities such as Riverside, Redlands, Pasadena, Pomona, Santa Ana and Long Beach.

California has 178 local prohibition towns.





Andrea Sbarboro, of the Italian-Swiss Colony, and Rufus P. Jennings, of the California Promotion Committee, and Fred J. Koster, of the Merchants' Association, will represent this section of California at the Fifteenth Annual session of the Trans-Mississippi Commercial Congress, which will meet in St. Louis from September 25 to 29. This congress has taken a leading part in the development of the West, and 2000 delegates from the States west of the Mississippi are expected to attend the coming session.

Peter Weniger, of P. J. Weniger & Co., Powell and Ellis streets, returned from a business trip to the East during the month. In his absence he visited the White Rock Springs at Waukeshaw, Wisconsin. He says that seventy-five men are employed constantly in bottling the water, and that every one of them is garbed in immaculate white duck, cleanliness being the cardinal rule there. The bottling plant is probably the finest equipped in the world. As a proof of this it need only be stated that within eight minutes after a bottle has been removed in crate from one car it is washed, filled, labeled, corked, packed and has been delivered into another car on the opposite side of the bottling works, ready for shipment. This is certainly "going some." Mr. Weniger finds business progressing very satisfactorily.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

Dr. H. N. Cross of Dos Mesas vineyard, Livermore Valley, has purchased the cellar stock of the Cedar Knoll Vineyard at 539 Geary street, this city, the proprietor thereof having decided to retire from the commercial field. Dr. Cross has leased the cellar at 319 Montgomery street, formerly occupied by Bach, Meese & Co., and will establish his business there. The premises have a floor space of 60x130 feet and are well adapted to handling a wine business. The gentlemen has met with flattering success in the introduction of his wines and his latest move only goes to prove the statement.

The F. Cavagnaro Company, Clay and Montgomery streets, find trade good. In fact it is so good that orders are difficult to fill readily, owing to the difficulties caused by the great alterations in their building. These changes will be completed at an early date, and the company will then have one of the best equipped wholesale wine and liquor stores in the city. The retail department, which will be ready for occupancy some time in November, will certainly be a work of art and beauty of which the house can well be proud.

California Wines Only for Peace Congress

CALIFORNIA is at last to have the chance to prove to Europeans in a substantial way the quality of her wines. This State will furnish every drop of wine which will be used in entertaining the celebrated Parliamentary or Peace Congress, which meets at St. Louis on the 16th of September, and no champagnes of France nor Rhineland vintages will cool the throats of the European visitors while they are the guests of the American Nation. It is a splendid opportunity for California to prove to connoisseurs that our wines, under our labels, are equal to any in the world.

E. C. Priber, who has always been interested in the development of the Coast's vineyard industries, received the news yesterday from the chairman of the committee appointed by Congress to entertain the visitors during their travels in this country. In substantiation of this story, Mr. Priber said that 100 cases of California dry wines had already been sent to greet the distinguished guests of the Nation in New York, while 150 cases more had been sent to the Pullman Company in Chicago for supplying the three special trains transporting the visitors, and 100 more cases were ready for shipment to St. Louis. These shipments have all been made by local wine firms, and it is expected that they will be obliged to send on more to meet the demand as the Europeans grow to appreciate more fully the high quality of the California product.—*San Francisco Chronicle*.

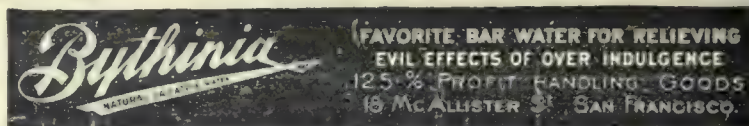
San Francisco Divine Endorses Potter.

At the meeting for men only at the Young Men's Christian Association last week, the address was delivered by Rev. David Evans, rector of Grace Episcopal Church, this city. It was noteworthy in the fact that the preacher not only endorsed the course of Bishop Potter in connection with the sub-way saloon, but acknowledged the impossibility of eliminating the saloon in these times.

Bishop Potter of New York "saloon fame" was alluded to as an example of the man who acts according to enlightened conviction, and the speaker asked his hearers to reserve their condemnation of the Bishop till the success or failure of the enterprise shall have been determined.

"Why," he asked, "should good men refuse to make an honest effort to better the saloon, seeing that, for the present, at least, it is absolutely impossible to eliminate it?" He echoed the ideas of Potter in saying that the saloon is the poor man's club, where he may meet associates and perhaps, harmlessly, drink a glass of beer.

"Any effort, then," said he, "which tends to lessen intemperance should be indorsed," and he claimed that the Bishop's move was one in a right direction.



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SCHRAMSBERGER VINEYARD, The Most Famous in California

E. & J. BURKE'S Bass's Ale and Dublin Porter (GUINNESS'S EXTRA FOREIGN STOUT, the finest brew).

E. & J. BURKE'S***Irish and Garnkirk Scotch DEWAR'S Old Highland Scotch Whisky.

KEYSTONE MONOGRAM Whisky.

BASS RATCLIFF & GRETTON, Ltd.—Bass Ale, in Wood.

ROYALTY HOLLAND Gin, in Wood.

ECHENAUER & CO'S Clarets and Sautes.

A. HOUTMAN & CO'S Holland Gin.

LAWSON'S Liqueur Scotch Whisky.

GLENLIVET Scotch Whisky, in Wood.

JOULE'S Stone Ale, in Hhds. and Hlf. Hhds.

MEINHOLD'S Anchor Brand New York Cider.

HENK WAUKESHA Mineral Water.

"KEYSTONE MONOGRAM RYE" and "OLD SARATOGA"

THE FINEST EASTERN RYE

CALIFORNIA WINES AND BRANDIES IN WOOD

EVANS' INDIA Pale Ale.

SHERWOOD ROBIN HOOD, in wood & bottle MACKENZIE & CO'S Spanish Sherries and Port.

E. & J. BURKE'S Nonpareil Old Tom Gin.

BURKE'S Hennessy Brandy and Dry Gin.

ROSS' Belfast Ginger Ale, Club Soda, Etc.

TRINIDAD BITTERS.

FEIST BROS. & SONS, Frankfort-on-Main. Rhine and Moselle Wines.

Sherwood's Robin Hood, Sherwood's Mascot, Pure Blended Whisky, ready for use.

Canadian Special Rye Whisky (Gooderham & Worts, Limited, Toronto, Canada), Bottled under Government Supervision.

Whiskies, Gin, Brandy, Rum—Imported and Domestic—in bulk and bottled, in bond and free, guaranteed pure.

Re-Imported Whiskies.

"J. H. CUTTER CELEBRATED KENTUCKY WHISKIES."



From August 25, 1904, to September 25, 1904.

WINE.

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
San Jose	N York via Panama	Gaffney D & D Co.		8,000
"	"	Lachman & Jacobi		14,299
"	"	C Schilling & Co		19,240
"	"	Gundlach-Bundschu Co		7,500
"	"	California Wine Association		32,500
C'y of P'n'ma	"	"		37,050
"	"	Italian-Swiss Colony		12,800
"	"	Gaffney D & D Co		3,250
Acapulco	"	"		13,000
"	"	Chas Stern & Sons		12,500
"	"	California Wine Association		42,550
"	"	French-American Wine Co		2,077
"	"	Lachman & Jacobi		36,199
"	"	C Schilling & Co		15,600
Barracouta	"	Sutter Home Distilling Co		250
"	"	Lachman & Jacobi		16,914
"	"	California Wine Association		35,250
"	"	Lancel & Co		100
Oregonian	N York via Horn	Italian-Swiss Colony		50,000
"	"	Mt Diablo Wine Co		40,800
"	"	Lachman & Jacobi		115,000
"	"	Geo West & Son		202,400
"	"	California Wine Association		165,000
"	"	Ben Lomond Wine Co		1,650
Total				883,929
Value				\$302,009

TO ALASKA.

Umatilla	Douglas Island	D De Bernardi	84
Queen	"	"	27
Total			111
Value			\$11

TO CENTRAL AMERICA.

San Jose	Corinto	Gundlach-Bundschu Co	5	80
"	"	Mohs-Frese Commercial Co		300
"	San Jose de Guat	"	4	
"	"	Goldberg-Bowen Co		50
"	"	Italian-Swiss Colony		762
"	"	C Schilling & Co		55
"	Champerico	"		60
"	Corinto	"		150
"	Acajutla	"		80
"	Buenaventura	"		860
"	Acajutla	Crown Distilleries Co	4	
Cy of Panama	"	L F Lastreto		123
"	Ancon	Gundlach-Bundschu Co		106
"	Amapala	Italian-Swiss Colony		524
"	"	C Schilling & Co		60
"	La Union	"		1,444
"	"	California Wine Association	1	160
"	"	Hellmann Bros		51
Acapulco	Acajutla	L F Lastreto		180
Hathor	Panama	"		123
"	Buenaventura	"	10	1,315
"	"	Milliard & Schmiedel		120
"	La Union	California Wine Association		52
Barracouta	"	Mohs-Frese Co		675
"	Corinto	Thannhauser & Co	10	
"	Acajutla	Crown Distilleries Co	10	
"	"	California Wine Association		200
"	Ancon	"		900
"	Amapala	"		118
"	"	Italian-Swiss Colony	2	66
"	Punta Arenas	"		202
"	"	L F Lastreto		385
"	"	C Schilling & Co		416
"	La Union	"		240
"	Champerico	Gundlach-Bundschu Co		840
Total			46	10,697
Value				\$5,454



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The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hobenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO

TO SOUTH AMERICA.

Hathor	Bapia deCaraquez	Maldonado & Co.	544
"	Guayaquil	"	140
"	"	C Schilling & Co.	450
"	Manta	Italian-Swiss Colony	320
Total			1,454
Value			\$732

TO MEXICO.

San Jose	Acapulco	W Loaiza & Co.	25
"	Mazatlan	Mohns-Frese Commercial Co.	4
"	"	L F Lastreto	124
"	"	Gundlach-Bundschu Co.	492
"	Manzanillo	Thannhauser & Co.	54
Cy of Panama	Acapulco	W Loaiza & Co.	60
Acapulco	"	"	52
"	"	C M Mann Co.	50
"	Manzanillo	California Wine Association	100
"	"	E G Lyons Co.	4
Curacao	Mazatlan	"	153
"	"	California Winery	9
"	"	B Fiapoli & Co.	53
"	Topolobampo	"	120
"	Guaymas	"	457
"	"	Crown Distilleries Co.	187
"	"	Canalizo, Trillanes & Co.	363
"	"	Italian-Swiss Colony	142
"	"	Gundlach-Bundschu Co.	124
"	Mazatlan	"	259
"	"	Maldonado & Co.	205
"	Altata	"	50
"	La Paz	"	30
"	"	Thannhauser & Co.	115
"	Guaymas	"	261
"	"	W Loaiza & Co.	1,659
"	La Paz	"	50
"	Mazatlan	"	182
"	Altata	California Wine Association	240
Barracouta	San Benito	"	500
"	Acapulco	E G Lyons Co.	600
Total			69
Value			\$3,121

TO HAWAIIAN ISLANDS.

	Honolulu	107	46,984
	Hilo		7,506
	Kahului		3,420
Total			107
Value			\$27,177

TO CHINA.

Coptic	Shanghai	California Wine Association	510
"	Tsingtan	Mohns-Frese Co.	7
"	Shanghai	B Arnold & Co.	209
"	"	S Foster & Co.	1,120
Korea	Hong Kong	Millard & Schmiedel	51
"	Amoy	Macondry & Co.	51
Total			7
Value			\$908

TO JAPAN.

Manchuria	Tokio	S P Co.	100
"	Kobe	Getz Bros.	20
"	Yokohama	"	1
"	"	California Wine Association	2,330
"	Hiogo	"	150
"	Kobe	C Schilling & Co.	2,920
"	Nagasaki	Goldberg-Bowen Co.	17
"	Hiogo	S Foster & Co.	10
Coptic	"	California Wine Association	250
"	"	Mohns & Mohns	275
"	Yokohama	Gundlach-Bundschu Co.	500
Korea	"	California Wine Association	4,680
"	"	C Schilling & Co.	310
"	"	Johnson-Locke Mercantile Co.	15
"	Nagasaki	S Foster & Co.	5
Total			58
Value			\$4,610

TO BRITISH COLUMBIA.

Cy of Pueblo	Victoria	R Petri & Co.	40
"	"	Gaffney D & D Co.	50
"	"	Lachman & Jacobi	338
"	"	C M Mann Co.	102
"	"	Newberger & Loeb	7
Umatilla	Vancouver	California Wine Association	55
"	"	Wetmore-Bowen Co.	11
Cy of Pueblo	Victoria	"	53
"	"	"	25
Umatilla	Vancouver	Italian-Swiss Colony	50
"	"	Lachman & Jacobi	312
"	"	Napa & Sonoma Wine Co.	110
"	"	Gundlach-Bundschu Co.	223
"	Victoria	Clocca & Lombardi	50
Queen	Vancouver	Oliveta Wine Co.	150
"	"	D De Bernardi & Co.	28
Total			18
Value			\$782

E. J. CURLEY & CO.

Camp Nelson
Kentucky.

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OF
BLUE GRASS
FIRE COPPER
* BOURBON AND RYE
BOONESKNOLL
HAND MADE * *
SOUR MASH WHISKEY.
Jessamine Co.
Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

BOURBON

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

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THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO TAHITI.

Mariposa	Papeete	John Rapp & Son	104
"	"	A Repsold & Co.	40
"	"	California Wine Association	105
"	"	"	238
"	Tahiti	Lachman & Jacobi	52
"	"	Gundlach-Bundschu Co	1,050
Total			1,589
Value			\$553

MISCELLANEOUS.

Manchuria	Bombay	California Wine Association	3
"	Osaka	C Schilling & Co.	2
"	Rangoon	E G Lyons Co	1
Sierra	Sydney	Italian-Swiss Colony	10
Hathor	London	C Clemons-Horst Co	50
"	Bremen	Crown Distilleries Co	256
Coptic	Samarang	C Schilling & Co	360
Korea	Cheulpo	S Foster & Co.	62
Total			61
Value			\$631

BRANDY.

From August 25, 1904, to September 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Manchuria	Kobe	C Schilling & Co.	3	780
"	Rangoon	E G Lyons Co.	3	54
San Jose	New York	C Schilling & Co.	5	5
Sierra	Sydney	Italian-Swiss Colony	2	1,736
Ouracos	Mazatlan	California Winery	13	
Hathor	Bremen	Crown Distilleries Co	23	2,570
Total				\$1,940

WHISKY.

From August 25, 1904, to September 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
San Jose	Corinto	Gundlach-Bundschu Co.	1	
"	Mazatlan	Mohne-Frese Commercial Co.	1	
"	San Jose de Guat.	"	2	
"	"	Crown Distilleries Co.		100
"	Acajutla	"	18	
"	Corinto	"	2	
"	San Juan del Sur.	"	2	
"	"	Haslett Warehouse Co.	4	
"	Corinto	"	6	
"	"	P J Knudsen	8	
"	San Juan del Sur.	"	6	
Manchuria	Rangoon	E G Lyons Co.	20	
Cy of Panama	Amapala	A T & Santa Fe R R Co.	20	
"	Acajutla	Hiram Walker & Sons	10	
"	"	Crown Distilleries Co	32	
"	San Jose de Guat.	"	2	
Acapulco	Manzanillo	E G Lyons Co.	4	
Puebla	Dawson	Wm Wolf & Co.	250	946
Ouracos	Guaymas	Crown Distilleries Co		5
Queen	Victoria	Haslett Warehouse Co.		116
Coptic	Calcutta	E G Lyons Co.	15	
"	Yokohama	Crown Distilleries Co.	8	
"	Manila	"	102	
"	"	E Martin & Co.	225	
"	Tientsin	Haslett Warehouse Co.	18	
"	Tsingtau	"	5	
"	Hong Kong	Mattoon & Co.	2	
Hathor	Salinas Cruz	E G Lyons Co.	26	
"	"	Crown Distilleries Co.	5	
"	Mollendo	"	40	
Barracouta	Amapala	"		24
"	Corinto	Hiram Walker & Sons		24
"	Acapulco	W Loaiza & Co.	5	
Korea	Maui	Haslett Warehouse Co.	100	
"	"	E Martin & Co.	325	
"	"	Maldonado & Co	100	
"	"	Crown Distilleries Co.	101	
"	"	E G Lyons Co.	99	
"	Honolulu	"	291	1,380
"	Hilo	"	25	
"	Mahukona	"	7	
"	Kabului	"	2	
"	Lima Kaula	"		100
Total			1,891	2,695
Value				\$14,934

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTT'L'D	PACK'GS BULK
San Jose	San Jose de Guat.	Tillmann & Bendel	2	
"	Corinto	S F Breweries Ltd.	20	
Mariposa	Papeete	John Rapp & Son	5	
"	Tahiti	"	9	
"	"	O'Callahan, Nelson & Co.		6
"	"	Buffalo Brewing Co.		3
Barracouta	La Union	"	2	
"	"	Ranier Brewing Co.	2	
Korea	Manila	S P Co.	1,240	
"	Honolulu	"	335	
"	Hilo	"	40	47
"	Honoipa	"		1
Total			1,655	57
Value				\$12,476

EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

DESTINATION.	SHIPPERS.	PACKAGES.
Alaska	M Erlenbach	2 cases fruit juice
"	Langley-Michaels & Co	2 " wood alcohol
"	S L Jones & Co	3 " cassia
British Columbia	Gundlach-Bundschu Co.	6 " blackberry brandy
"	Pennel-Suydam Co.	1 " grape juice
Central America	P J Knudsen	6 " cherries in m, 6 cs liq'r
"	"	4 " syrups, 1 cs cassia
"	"	2 " bened'tine, 2 cs cognac
"	Baruch & Co.	1 " mineral water
"	Italian-Swiss Colony	2 kegs vermouth
"	Schwartz & Bro	1 case mineral water
"	L F Lastreto	3 " bitters
"	Gundlach-Bundschu Co.	1 " vermouth
"	Hammer & Co.	30 " mineral water
China	Mattoon & Co	1 " porter, 1 csk ginger ale
"	"	1 " mineral water
"	Castle Bros.	6 " "
Hawaiian Islands	"	10 " cocktails, 1 cs fr ext
"	"	5 cks g ale, 1 kg coco kola
"	"	30 cases champgn, 1 bbl beer ex
"	"	1 " rum, 12 cs liquors
"	"	1 " and 1 bbl wood alcohol
"	"	2 bbls, 1/2 bbl and 18 gals alcohol
"	"	1 cs & 2 bbls cider, 9 cs bitters
"	"	209 cs min water, 29 cs grape j
"	"	1 " caramel, 1 cs cassia
"	"	29 " & 1 bbl gin, 1 bbl cognac
"	"	25 " cherries in m, 1 cs lem'n ex
"	"	10 bbls spirits, 14 cs liquor
"	"	100 1/2 bbls and 516 gals sake
Japan	S Foster & Co	3 cases mineral water
Mexico	Gilbert Clements Sons.	5 bbls cider
"	Wellman, Peck & Co.	1 case sarsaparilla
"	Thannhauser & Co.	1 " min water, 2 cs porter
"	Madera Wine & Vineyard Co	2 " cognac
"	Rufus P Jennings	20 " mineral water
"	W Loaiza & Co.	12 " min water, 5 cs liquors
"	E G Lyons Co.	4 " cognac
Philippine Islands	E Martin & Co.	25 " blackberry brandy
"	Goldberg-Bowen Co.	5 " mineral water
"	A C Bolderman Co.	3 " "
"	E G Lyons Co.	50 " cherries in m, 10 cs liq'rs
Pago Pago	Alta Vista Wine Co	2 " apricot brandy
"	John Wightman Jr.	2 bbls cider
Calcutta	E G Lyons Co.	39 cs liquors, 43 cherr's, 8 syrup
Rangoon	"	88 " syrups, 96 cs cherries
"	"	13 " liquors, 1/2 bbl rum
Total		880 cs, 135 pkgs bulk, 534 gals
Value		\$8,285

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on Aug. 31, 1904, was 176,711 tax gallons.

"Promotion Club Whiskey"

"Cordials and Bitters, Campari" (Milan, Italy)

"Castellana and White Cross Cigars"

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CERRUTI MERCANTILE CO.

534-536 WASHINGTON STREET

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San Francisco, Cal.

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IN NEWSPAPERS
ANYWHERE AT ANYTIME
Call on or Write
E.C. DAKE'S ADVERTISING AGENCY
124 Sansome Street
SAN FRANCISCO, CALIF.

Would Restore the Canteen.

BRIGADIER GENERAL FRANK D. BALDWIN, commanding the Department of Colorado, has forwarded his annual report to the Secretary of War. He says that saloons and questionable resorts near the barracks are responsible for the large number of desertions from the regular army in the Department of the Colorado. The total desertions during the year closing August 15 were 338. The report says: " * * * This is only another of the many arguments in favor of restoring to the army the canteen, which provided places of amusement and social intercourse, where men could get light refreshments under restraining, decent and orderly influences.

"I trust that the sale of beer and light wines, under proper restrictions, may be again authorized in the post exchange. If men are unable to get a glass of beer in a decent and orderly manner in the garrison they will resort to the brothels, which cluster around the borders of the reservations, where they drink all manner of alcoholic beverages and often sink into debauchery and ruin."

Leo Sutor, who made a brilliant success of the management of the business of H. J. Woollacott, in Los Angeles, has accepted the management of the branch of Fleischmann & Co., in the same city. Mr. Sutor is one of the ablest men in his line on the Coast and we think that both himself and his new employers are to be congratulated.

Business with the E. G. Lyons & Raas Co., 549-551 Mission street, is excellent. They not only control a large and growing domestic trade, but their exports are of large proportions. To illustrate to what extent the fame of their Cherries in Maraschino, cordials, etc., has grown it is only necessary to call attention to our export tables in this issue, where it will be seen that they have exported during the month considerable quantities of their cherries, etc., to the Philippines, Calcutta and Rangoon, East Indies. These goods are thus successfully competing with the French products which have so long had the monopoly of this business. This is certainly a feather in the cap of the company.

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Special Safe Deposit Box Equipments for Cafes.
Interior of Safes arranged to suit.
Second-hand Safes * All Makes * All Prices.

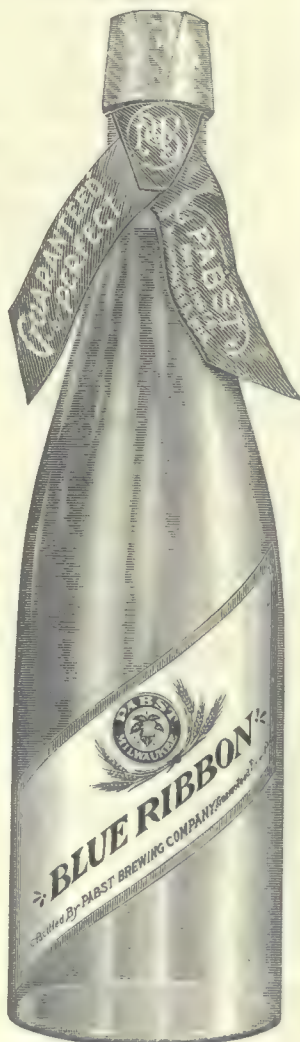
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Agents DIEBOLD SAFE & LOCK CO.

216 California Street

San Francisco

PABST



Choicest Brew

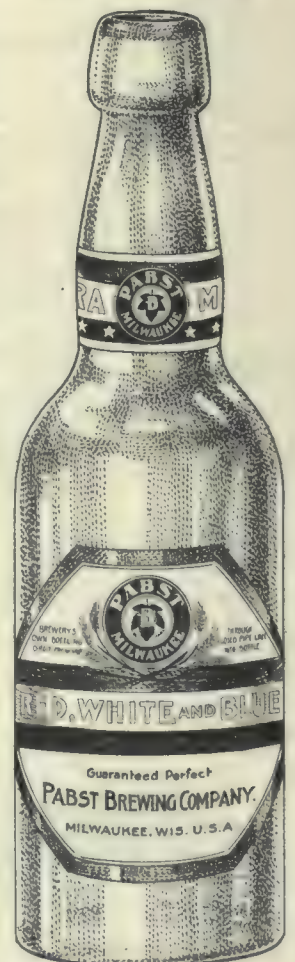


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SIERRA CAMPO WINES

California Product—Recognized by Connoisseurs as the Finest California Banquet Wines.

Used Exclusively at Shriners' Banquet. These Wines Given Award in Competition.

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ST. JULIEN

BANQUET VIN ROUGE

BURGUNDY ROYAL

WHITE WINES

RIESLING

(Dry)

SAUTERNE

(Dry)

HAUT SAUTERNE

(Sweet Tinge)

BANQUET SAUTERNE

(Dry)

CHATEAU YQUEM

(Sweet Tinge)

Irving's California Apricot Brandy—Pure, Wholesome, Delicious

CALIFORNIA CAMPO WINE, \$5.50 PER CASE.

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WHISKIES

IMPORTERS OF THE FINEST WINES AND LIQUORS

Pacific Coast Agents Silurian Mineral Water

Phone Main 5201

544 Clay St., San Francisco, Cal.

BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of August, 1904.

	Tax Gals.
Produced and bonded	314.6
Received from distillery, Fourth District, California.....	3,043.2
Received from special bonded warehouse, Fourth District, California	
Transferred from distillery to special bonded warehouse, Eastern districts.....	
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts.....	9,690.4
Exported	759.0
Tax-paid.....	28,456.0
Remaining in bond August 31, 1904.....	1,157,771.1

FOURTH DISTRICT—Month of August, 1904.

	Tax Gals.
Produced and bonded in this district.....	305.5
Transferred from distillery to special bonded warehouse, First District, California	3,043.2
Transferred from distillery to special bonded warehouse, Eastern District.....	None
Transferred from special bonded warehouse to special bonded warehouse, First District, California.....	3,401.1
Transferred from special bonded warehouse to special bonded warehouse, Eastern District.....	None
Exported	None
Tax-paid.....	4,648.7
Remaining in bond, August 31, 1904	369,986.0

SWEET WINE PRODUCED.

FIRST DISTRICT—Month of August, 1904.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification.....	76	19,671.0
Brandy withdrawn from special bonded warehouse for fortification.....	60	5,697.2
Brandy actually used for fortification.....	121	22,046.7
		Wine Gals.
Port produced.....		70,941.28
Sherry produced.....		6,207.31
Angelica produced.....		13,188.68
Muscat produced.....		
Tokay.....		
Madera.....		
Total sweet wine produced in August, 1904.....		90,337.27

FOURTH DISTRICT—Month of August, 1904.

No production.

J. F. PLUMEL

31 Eddy Street

Formerly 18 Stockton Street



Telephone South 755

IMPORTER OF

BORDEAUX WINES

FINE BRANDIES

AND OLIVE OIL





From September 1, 1904, to September 28, 1904.

FROM SAN DIEGO—Per s.s. "Santa Rosa" Sept. 1st.

25 bxs min water.....	Eggers & Co.
50 " " ".....	Redington & Co.
25 cs " " ".....	Tia Juana Min'l Water Co.

FROM EUREKA—Per s.s. "North Fork" Sept. 2nd.

15 bbls min water.....	Golden Eagle Distilleries Co.
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FROM SAN DIEGO—Per s.s. "Queen." Sept. 5th.

200 bbls wine.....	Order
--------------------	-------

FROM LEITH—Per British ship "Marlborough Hill." Sept. 4th.

25 bbls whisky.....	Order
---------------------	-------

FROM ANTWERP—Per British bark "Paltalloch." Sept. 7th.

1650 cs vermouth.....	Order
285 " bitters.....	"
642 " liquors.....	"
305 " and 18 octvs wine.....	"
10 csks and 9 1/2 csks wine.....	"
180 cs and 10 csks brandy.....	"
490 " and 10 csks gin.....	"
354 " min water.....	"
349 " and 7 csks whisky.....	"
55 " rum.....	"
340 " beer.....	"
250 " kimmel.....	"
20 " fruits in brandy.....	"
30 bbls ginger ale.....	Sherwood & Sherwood
1 " sarsaparilla.....	"
17 cs brandy.....	"
20 " orange bitters.....	"
25 " whisky.....	Barnes & Kellenbach
25 " ".....	Kuhls, Swarke & Co.
50 " ".....	Ahrens, Pein & Bullwinkel
25 " ".....	Simon Levy & Co.
25 " ".....	Buneman Mercantile Co.
30 " ".....	Melzer Bros. & Co.
25 " ".....	Jas. Bremner
5 bbls stout.....	Forbes Bros.
50 " and 20 cs beer.....	"
55 cs beer.....	Crown Distilleries Co.
6 csks wine.....	"
100 cs whisky.....	P. J. Weniger & Co.
200 " gin.....	"
5 octvs whisky.....	Rosenblatt Co.
150 cases beer.....	D. Nicholson
5 csks whisky.....	J. Dewar & Co.
50 cs and 166 bbls ale.....	Order
511 bbls stout.....	"
15 " gin.....	"

FROM VANCOUVER—Per "City of Pueblo." Sept. 8th.

75 bbls beer.....	B. B. Brewery
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FROM SAN DIEGO—Per "State of California." Sept. 12th.

25 cs min water.....	Tia Juana Min'l Water Co.
14 " " ".....	"

FROM LIVERPOOL—Per German s.s. "Abydos." Sept. 10th.

20 cs vermouth.....	Order
10 " ".....	S. Cinola
60 " and 12 csks wine.....	"
52 " wine.....	Tomanivich Co.
50 " ".....	G. B. Levaggi
5 " liquors.....	"
2 bbls wine.....	B. Tortunas
4 " ".....	L. Escalier
1 butt ".....	Goldberg, Bowen Co.

FROM LIVERPOOL—Per British ship "Scottish Isles." Sept. 11th.

150 bbls ginger ale.....	Wm. Wolf Co.
100 " ".....	Goldberg, Bowen Co.
108 csks min water.....	"
60 cs liquors.....	"
195 " and 10 hdds beer.....	Order
5 " min water.....	"
13 csks, 210 cs, 12 bbls w'sky.....	"
6 " whisky.....	McDonald & Cohn
1 hhd ".....	Los Angeles Co. Club
2 " ".....	Pacific Union Club
315 cs and 10 octvs whisky.....	Macondry & Co.
100 " bottled beer.....	Chas. Meinecke & Co.

FROM ANTWERP—Per British ship "British Isles." Sept. 15th.

325 cs min water.....	Meyer, Wilson & Co.
-----------------------	---------------------

FROM SEATTLE—Per s.s. "Jeanie."

1 bbl and 4 cs whisky.....	J. Sroufe
----------------------------	-----------

FROM BRITISH COLUMBIA—Per s.s. "Queen." Sept. 18th.

240 cs ale.....	Hilbert Mercantile Co.
500 " whisky.....	V. W. Gaskill
50 bbls beer.....	B. B. Brewery

FROM VICTORIA—Per s.s. "City of Pueblo." Sept. 23d.

35 bbls beer.....	B. B. Brewery
-------------------	---------------

FROM HAMBURG—Per German s.s. "Nicaria." Sept. 21st.

8 octvs port wine.....	Louis Taussig & Co.
50 cs whi-ky.....	Order
50 " wine.....	"
50 " cordials.....	"

FROM VANCOUVER—Per s.s. "Umatilla." Sept. 25th.

80 bbls beer.....	B. B. Brewery
60 qr bbls beer.....	"
20 hf " ".....	"

FROM GLASGOW—Per French bark "Gnereux." Sept. 25th.

51 cs whisky.....	Order
-------------------	-------

FROM NEW YORK VIA PANAMA—Per s.s. "City of Sydney." Sept. 28th.

1 pkg wine.....	Order
2 " ".....	Grounuchi Bros.

LASH'S BITTERS

TONIC LAXATIVE



DUNKLEY'S

GENUINE

KALAMAZOO

"Celerytone"

TRADE MARK

The Standard
and
Only Genuine
Celery
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Distilled direct from the root hearts
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KALAMAZOO CELERY

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THE DELICIOUS

"Celerytone" Cocktail

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Try the rich, nutty flavor of a

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The Aphrodisiac Cocktail

(THE DIZZY ACT)

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DUNKLEY COMPANY, KALAMAZOO, MICH

E. G. LYONS & RAAS CO.

SPECIAL WHOLESALE AGENTS, SAN FRANCISCO, CAL.

Milwaukee Correspondence.

MILWAUKEE, September 22.—Stocks of new wine from California are beginning to arrive, and indications point to a heavy fall and winter trade. Several of the larger houses which wholesale the product of the Far West are looking to the best fall trade in their history. Among them is the California Wine Company, 51 Oneida streets, this city, of which Henry Cohn & Son are proprietors. Business with this house since its establishment has steadily grown, and by careful and competent management has been made to pay. Large quantities of the finest wines California can produce are handled through this house, and they find their way to the swell clubs, cafes, hotels and residences of this and nearby cities. The company does no retailing and has no bar or sample room. Of course, prospective buyers may have an opportunity of tasting some of the delicious wet goods, but good customers usually know what class of stock they want when they drop in.

Other concerns visited expressed the opinion that there would be a heavy demand in this territory, for not only high-grade wines, but brandies and other goods.

While business generally has not been good the past summer, the liquor trade has not fallen behind. Figures at the eleven big breweries in Milwaukee, as well as half a dozen of the larger ones in the State, show an increased output. At least two of the breweries have been doing a great business at the St. Louis Fair this summer, and though the expense attached to running beer halls on the famous Pike, it is figured that the advertising derived will pay big returns in the future.

Each fall, about this time, manufacturers of beer stock—that is staves, hoops and heading for beer kegs, beer barrels, wine casks, kegs, whiskey barrels, etc.—Make their pilgrimage to Milwaukee, in an effort to land the big orders for cooperage stock that are handed out.

From two sections of the country only does this stock come, and those are the South and West. It may be of interest to know that what is said to be the finest beer stock in the world, comes from Kentucky, and that no more than three men have the bulk of this trade. At Clay City, Ky., the largest beer keg stave mills in the world are operating.

Tennessee, Arkansas, Louisiana and Mississippi also supply quantities of beer stock, though in Arkansas, Mississippi and Louisiana more staves for fancy wine and whiskey packages are cut.

Many of these men who supply the packages for wine, beer, ale, brandy and whisky, have great stories to tell. Few of them know anything about the “goods” that go into the packages, which are made from their staves, etc., except of course they are good tasters.

Herman Katz, Dermott, Ark., who buys wine staves in the South, and exports them to Cassell, Germany, was in Milwaukee last week, and talked entertainingly about the wine package business. He said:

“Many not closely connected with the vast brewing and distilling industry, ever think what great care is taken with the packages into which the wine, beer or whisky is put. I have been in this country for several years, and have bought nothing but the finest quality of staves and heading I could find. It is rather expensive to be sure, but

the best wine and liquor barrels and kegs are made from woods grown in the United States. There can be no disputing this fact. By the time they are bought here, at the market price, shipped in shooks, or bundles to Germany, sold to coopers, manufactured and sold to the wine packers, you see the package is rather expensive. Yet I have heard that the Germans can send these same packages back to this country, filled with their wine and other drinks, and compete with the brewers in this country. I don't know just how this is, but I do know there is much German wine, beer and other drinkables received in the United States. It is the same way with gin from Holland.”

In spite of the competition among the Chicago breweries, the stockholders of the Milwaukee and Chicago Breweries, Ltd., will receive a dividend of 5 per cent on October 15th. This is in addition to 5½ per cent paid last February, making the total dividend for the year 10½ per cent. The Blatz Brewing Company is the only Milwaukee brewery in the combination, while there are four Chicago breweries. In the ten months ending July 31 the “combine” sold 679,885 barrels, a decrease of 11,795 barrels from the corresponding period of last year. Severe competition and bad weather are given as the reason for the falling off in sales, according to an official of the Blatz Company.

Adolf C. Zinn, one of the foremost maltsters in the United States, died at his home in this city, August 31st, of appendicitis. He was born here in 1849. He was successfully connected with the Zinn Malting Company, the Milwaukee Malting Company, the American Malting Company, and the National Distilling Company. He leaves a widow and five children, four sons and a daughter. Albert Zinn, a brother is an official of the Milwaukee-Western Malt Company.

The value of beer exported from Milwaukee has fallen off one-third this year, according to the Custom's office. For illustration, in August the amount was \$37,343 80 as against \$44,817 75 in August last year.

Seven first prizes have been won at the World's Fair at St. Louis by the exhibit of horses and vehicles of the Pabst Brewing Company. Colonel Gustav Pabst personally conducted the exhibit, and he was highly complimented by President Francis and others.

Charles A. Stadler of New York, President of the American Malting Company, and half a dozen other members of the trade committee have been in Milwaukee for several days looking for barley, of which the big corporation uses 15,000,000 bushels in its various plants every year. Mr. Stadler said the crop of barley was larger and of better quality than that of last year.

The Togo Wine Company has recently been incorporated in Chicago with \$10,000 capital stock. The company will manufacture malt, vinous and spirituous liquors. The men interested in the company are Morton G. Smith, Elmer S. and Ellery M. Schmuick.

Harry Carse of Rock Island, Ill., is in the city preparing for the convention of the National Bottlers' Association to be held here October 11th and 12th. Several hundred delegates are expected. Mr. Carse is President of the association, and says that important work is to be done at the forthcoming meeting.

The Schlitz Brewing Company is making \$50,000 worth of improvements at its big plant.

The Independent Milwaukee Brewing Company will build a cooper shop and make its own kegs and barrels.

W. R. ANDERSON.



BY ROYAL WARRANT

“Canadian Club”

Whisky

FULLY RIPENED IN WOOD. AGE GUARANTEED BY GOVERNMENT.
QUALITY UNEXCELLED.

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, Ltd.
Walkerville, Canada

LONDON

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CHICAGO

MEXICO CITY

VICTORIA, B. C.

ALONG THE LINE

One of the best appointed and most comfortable, home-like caravansaries in the city is Newman's New Russian House, Montgomery, Bush and Pine streets. Under Mr. Newman's administration the house has been remodeled and refurnished, and is so improved that old guests would not recognize it. It contains all modern conveniences, is up-to-date headquarters for mining and commercial men, has fine, large sample rooms, is in the center of the business district and convenient to all car lines. The house is conducted on the American and European plan and prices are reasonable. The table is excellent.

The good citizen in the downtown district who thirsts for Belmont whisky need have no fear of a dearth thereof. Mr. James Raggi, of 624 Montgomery street, will attend to his wants. He has just laid in another lot of five barrels of the real old stuff and will be glad to have his friends call and sample it. James has also added to his long list of fine wines and liquors, several imported cordials that are the delight of connoisseurs.

One of the busiest places in San Francisco during the Knights Templar Conclave and the Odd Fellows' Convention was the Chronicle Bar, at 644 Market street. The increased staff of men behind the bar had their hands full to cater to the trade. Mine Host Wobber reports business generally quite satisfactory. Hugo Wobber, the son, has a real hard luck story to tell. He went to the country for a vacation and immediately met with an accident to his knee that incapacitated him during the entire time of his absence. At one time the injury threatened to prove serious.

Tom McGimsey, one of the best-known and most popular members of the White Coat Brigade in town, and who has been employed at the Cabin, on Market street, for the past three years, has resigned, and accepted a position with F. J. Carr, in the Marble Palace Bar, 508 Market street. The place is very handsomely fitted up and is doing a nice business.

Jerome Bassity, of the "1102," Market and Turk streets, reports business emphatically good and everything running in fine shape. The place has secured an excellent class of customers and is gaining in popularity in a manner highly satisfactory to the proprietor. The mid-day lunch for business men still continues to be a great success.

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

The Best
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Brand
in the
World



BOTTLED IN BOND

Cedar Brook Distillery No. 44
LAWRENCEBURG, KY.

Shipped in cases of one dozen Quarts, 2 dozen Pints or 4 dozen Half-Pint Bottles, every Bottle bearing the Government Stamp, showing that it was Bottled in Bond, the case carefully packed, branded with the date of Bonding, date of Bottling and Proof Strength. For full particulars write to the undersigned.



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Over
Half a
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136-144 Second Street, San Francisco, Calif.

WHERE TO GET GOOD ... THINGS TO DRINK AND EAT.

HEADQUARTERS

*For Everybody
Who Likes*

GOOD THINGS

TWOMEY & MIHOLOVICH**The YELLOWSTONE SALOON**

MERCHANTS' LUNCH

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El Dorado

Safe Deposit Vaults for the
Accommodation of Patrons

Southwest corner Montgomery and Sacramento Sts.
SAN FRANCISCO

T. M. FERGUSON**719 MARKET STREET**
SAN FRANCISCO

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HEADQUARTERS FOR **OLD CROW WHISKEY** IN GLASS

ALWAYS CARRY IN STOCK THE FINEST BRANDS OF

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ALMA VINEYARD CO., Reedley, Fresno Co., Cal.

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ALONG THE LINE

California Liquor Dealers' Association

Regular Meetings on the first
Thursday of each month, at
B'NAI B'RITH HALL

WILLIAM CLACK
Secretary

THOMAS H. LINDSAY
President

Bob Kern, of the Bouquet, 634 Market street, accompanied by Mrs. Kern, left on the 25th inst. for the East, where the gentleman has some important business to transact. Mr. Kern has one of the largest and best-appointed bars and back bars in the West, but he wants something better. So he has gone to the World's Fair at St. Louis to get one. The splendid bar built by the Brunswick-Balke-Collender Company, and which captured the highest prize in the world contest, is all that Mr. Kern wants, and it is a pretty safe gamble that he will not be disappointed. It would not only be a great advertisement for his place, but would be still better for the manufacturers. The Bouquet did a record-breaking business during the Knights' Conclave and the convention of Odd Fellows. Mr. Kern will visit New York, where Mrs. K. will spend a part of the winter with relatives.

John J. Kreiss, of 616 Montgomery street, spent his vacation in the mountains of Mendocino County, forty miles from Ukiah. At this writing the reports from his party are to the effect that they have been quite successful, not only with fish, but that several fine bucks have "bitten the dust." We should greatly like to see some substantial evidence of this alleged fact, say in the shape of a loin or ham of venison.

Here's a Record Card Machine Winning.

CHARLES HILL, the well-known insurance man, also the benighted author of the deathless brick-and-a-half puzzle, for which may the Great Spirit forgive him, tried a few nickels on a cigar machine the other day and succeeded in doing something with the combination for getting people's money easy that has probably never been equalled. He played for a straight, a flush and results, the highest card in the first hand being a ten spot. Charles got the results all right—that is, he made his straight, his flush—and it was a royal, too, the four cards showing up on the turn being the ace, king, queen, jack and ten. If there is any fifteen cent play to beat this, send it along.

Business at the El Dorado, Montgomery and Sacramento streets, is improving steadily. Phil De Martini was the first on the downtown line to remind the public that the holiday season is approaching, by putting up the turkey prize. Mr. De Martini has a couple of curios in his place that are well worth examining. They are five-inch shells from Dewey's flagship at Manila, being three feet long and carrying a solid conical steel ball. The powder charge is thirty pounds. It is hardly necessary to state that the teeth of these dogs of war have been pulled.

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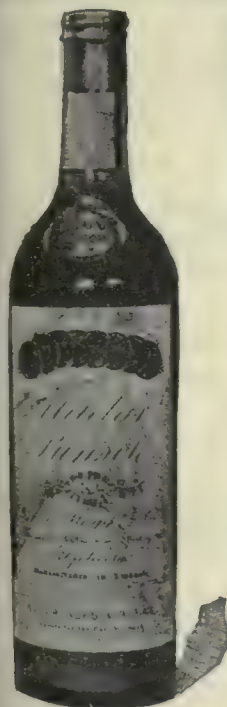
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Kornschnapps—E. Magerfleisch, Mfr., Wismar, Germany.

NABER, ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

ALONG THE LINE

Bartenders on Strike in Bakersfield.

THE war is on down in Bakersfield, this State, between the gentry of the white coat and their employers. The Union is exceptionally strong in that city and their demands were considered unreasonable by the saloon keepers. Backed by the Citizens' Alliance, nearly every retailer in the place took down the union card, on September 19th. The result was a walkout, and the proprietors had to do time behind the bar. The trouble began with the employment by one firm of a man whose application for membership in the union was rejected, and the union men were called out and the place boycotted. The Citizens' Alliance avowed purpose is to introduce the open shop in all lines of business.

On September 20th, in sympathy with the bartenders who left their work, the waiters in two restaurants run in connection with non-union saloons left their work. As a result one place was closed and the other was running with reduced force, mostly Japanese. The local brewery agencies were tied up, all hands having gone out in sympathy with the bartenders.

John Knobloch, of the Merchants' Tavern, 410 California street, finds business gradually improving, and looks for a satisfactory winter business. He has one of the best locations in that part of the city, and with the opening of the great Stock Exchange Building, immediately opposite, the Merchants' Tavern, with its excellent wines, liquors and food, should certainly develop a large and lucrative business.

Kroh & Tormey, of 93 Third street, report business all right and still getting better. They have recently thoroughly renovated and decorated their place. The color arrangements are much lighter than previously and the result is the room is brightened up greatly. It is one of the most popular all-night resorts in that section of the city.

We are informed that Andy Harrington, of the famous Harrington twins, is enjoying an excellent business at his Plaza Exchange, Napa. Harrington is one of the best caterers in the trade and knows how to get and hold patrons. His specialty is Cyrus Noble whisky, of which he sells large quantities.

The Davy Crockett Bar, at 842 Market street, is back to the old-fashioned busy times when the gents behind the bar have to jump to take care of the trade. Everything around the place has a prosperous appearance, even the bartenders. This is not a sarcasm—it is a fact.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



WM. MELCZER, President.

LOUIS MELCZER, Vice-President and Treasurer.

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PURE VINA
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From
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Day or Night

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All Kinds of Sandwiches
Straight Goods Only

OPEN ALL NIGHT

ALONG THE LINE

Tommy Walsh is enjoying a good trade these days at 733 Market street. September made a favorable showing and the business outlook is good. Mr. Walsh has bought some land at Black Point, up Napa Slough way, where the festive striped bass and "cans" do most congregate in the season. He will build a shack in order to have all the comforts during his hunting and fishing trips.

The Golden Eagle Distilleries Company, 417-419 Montgomery street, are faring well these days. While the jobbing trade has not got back to normal conditions it is steadily improving, while the retail business is very good. Their favorite brand, Old Parker whisky, should be specially popular at the present time, not on account of its intrinsic value alone, but by reason of the fact that it is "Parker" whisky.

George Hebert, who recently purchased Gus Massey's place at Powell and O'Farrell streets, is doing well and getting his share of the trade. He is a stranger to the business in this city, but is a man of fine presence, makes friends readily and conducts a strictly high-class place, serving the best that money will buy. This kind of a combination generally wins anywhere.

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Pine Apple in Maraschino

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Strawberry
Apricot
Peach
Pear
Blackberry
Cherry
Pine Apple

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Vanilla
Rose
Violet
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Cocoa
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Strawberry
Pine Apple
Orange
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Superior to the Imported—We guarantee our Fruit BRANDIES, CORDIALS and SYRUPS to be made of Pure California Fruits. No artificial flavors or colors are used. They are distilled by latest process and thoroughly matured before being bottled.

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THAT'S—ALL—WHISKEY

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SAN FRANCISCO, CAL.

ALONG THE LINE

Knight Templar Saloon Prejudice Farcical.

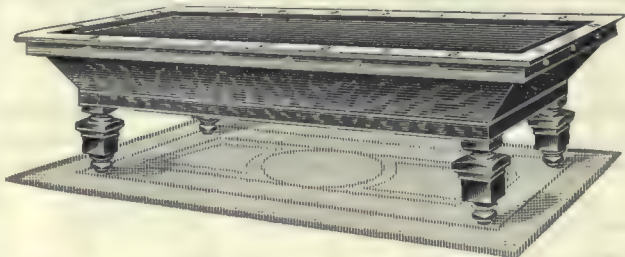
IN addition to the rule that no wine should be used at banquets of the Masonic Order, there was another edict aimed at the traffic which forbade Knights in full regalia and uniform to enter a drinking place. To show that the proposition was a farce, it is only necessary to call attention to the well known fact that it was a common thing to see Sir Knights put their hats in their pockets and enter the drinking resorts bareheaded, therefore being not in full regalia, or exchange bonnets temporarily with friends before entering. In short, they adopted any tactics to nullify the silly order of the Grand Lodge, and it goes without saying that they succeeded.

Such legislation is an infringement on personal liberty and like the prohibition laws, will fail of its object. If the powers that be in the Masonic Order possess any real common horse sense, they will promptly eliminate the two farcical orders from their books. They do not belong to these times.

Colonel E. L. Wagner, of the Press, 15 Third street, spent a couple of weeks in Southern California taking a well-deserved vacation. His well-known place has been made still more attractive, having been thoroughly renovated and refurbished. The ceiling is now in pea green, the walls in maroon and the frieze in cream, green and brilliant red. The contrasts are very pleasing. The decorations were by Otto Schultz. By reason of its many works of art, such as paintings, antiques, etc., as well as the countless curios it contains, the Press is one of the most interesting places in the city.

Charles Fisher, of Rusconi & Fisher, was laid up a part of the month by a severe attack of sciatic rheumatism, which put the young man on the cane list when he finally got down to business again. However, he managed to make a fine month's record with Kennel Club whisky, piling up a volume of trade under adverse conditions that the house may well be proud of. This excellent brand is making steady and satisfactory progress.

Stuart Tevendale, of Tevendale & Lindsay, 536 Sacramento street, returned the latter part of the month from a four months' visit to his old home in Scotland. Mr. Tevendale was accompanied by his family, and had a thoroughly enjoyable trip. At the same time, he was right glad to get back to California. Business with the house has been fairly good, considering the adverse conditions affecting the trade this season.



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SAN FRANCISCO.

ALONG THE LINE

Unity Club Prospers.

THE Unity Club of San Francisco, composed of the cream of the white apron fraternity, held a largely attended meeting at their quarters, 850 Market street, during the month. This club, which stands for all that is good in its field, has had a remarkable growth since its organization, on Sunday, April 17, 1904. It has grown beyond all the expectations of its organizers, and already finds itself somewhat crowded in its fine quarters, which were only fitted up a short time ago. New members are coming in at every meeting. And only the best material is received, and the club does not propose at any time to lower its standard. Anyone who is eligible to join the club can consider himself fortunate in being able to do so.

Most of the boys have had their vacations. The President, Wm. T. Boothby, spent a few days at San Jose. H. J. Burns, the secretary, spent two weeks in Los Angeles and the different beaches of Southern California, visiting old friends and having a fine time, and at the same time saying

a good word for the Unity Club and its aims and objects.

Harry M. Lewis was acting secretary during the secretary's absence.

"Dick" Farley, one of our esteemed members will have charge of the night watch at the Bouquet, 634 Market street, during the absence of Mr. Kern in the East. He has the able assistance of Willie Phillips, another well-known member.

Our esteemed member Tom Mulcahey is back from Santa Cruz, after working the season at the Tent City Cafe.

This club will give a grand ball at the Pavilion on October 15th, and expects to make a big success of it, as all the members will work with that object in view.

Meetings are held every Thursday evening at 8:30 p. m. at 850 Market street.

The members are thankful to the WINE AND SPIRIT REVIEW for kind words in the past, and hope for its assistance in the future.

HARRY M. LEWIS.

At the Market Cafe, 530 Merchant street, Messrs. Gouillardou & Rondel are doing a very comfortable business. They make a specialty of fine imported sherries and brandies that are unsurpassed in this market. One of the distinguishing specials of the place is their "Coffee Royal," which is properly classed as a "mighty bracer." If you don't feel right, or if you do, go and try one. It fits every case.



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219 Second Street Tehama Street
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**Fine Wines, Beers, Liquors
and Cigars**

CARL FUETSCH, - Proprietor

ALONG THE LINE

A Gratuitous Insult.

THE Masonic fraternity made an uncalled for and silly attack upon the wine industry and trade in adopting the rule that there shall henceforth be no wine used at the banquets given by Masonic lodges, but it remained for the National organization of Odd Fellows to offer the retail liquor trade a nasty gratuitous insult. In the daily papers of September 19th the "Rulings of the Sires" were made public. The first paragraph says:

"No saloon keeper, bartender or professional gambler shall be eligible to membership."

This is shameful. These wise gentlemen of the three links deliberately and maliciously class every retail liquor dealer and every man who serves the public behind the bar, along with the professional gambler of high or low degree. The majority of these "Sires" doubtless like their toddy, and they know of their own knowledge that such an inference is false; that the "bad man" in the liquor business is the exception and not the rule, and that the fact that the bad citizen is in the business is the fault of the authorities, who require such creatures for political purposes.

There is no valid excuse for such an act. It was certainly idiotic to bar the reputable members of the retail liquor trade from the Order, which is largely made up of the middle classes, but to put them in the list with a class of men that are under the ban of the law nearly everywhere, is rank injustice, and we can assure the authors of the rule that it is thoroughly resented by every self-respecting man in the business.

The Sunnyside Saloon, 304 California street, has finally been disposed of by Phil De Martini, of the El Dorado, Montgomery and Sacramento streets. Mr. De Martini conducted the place for more than twenty years and made a comfortable lot of money there, which he has well anchored in realty. The purchasers are Frank Busse and P. F. Schuler. The former was for many years bookkeeper for A. Repsold, while Mr. Schuler was for more than a decade employed by W. Legee & Co., on Halleck street. The place is one of the best known of the old-time downtown resorts, the location is excellent and the wide acquaintance and popularity of the new proprietors should insure immediate success. We understand that the Sunnyside mid-day lunch is to be made the swellest thing of the kind in that section of the city.

Charlie Kaufmann, of the Eagle, O'Farrell and Mason streets, reports business excellent during the past month. He has a valuable curiosity in the shape of a rivet from the cruiser California, hammered into the shape of a tommyhawk and nickel polished. Mr. Kaufmann announced that it would be used for opening the local Republican convention.

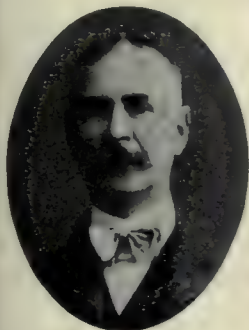


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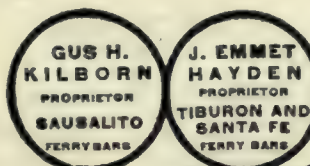
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FERRY BARS

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SAN FRANCISCO, CAL.

WAREHOUSE
311-13 Commercial St.

Along the Line

MITCHELL'S GROTTO, at Golden Gate avenue and Taylor streets, is without doubt one of the most artistically equipped places of the kind in San Francisco. The wood work is in burnt fir, the beaming of the ceiling being exceptionally massive and beautiful. The panels of the ceiling are in deep green, while the walls are in mahogany. The most striking feature of the place is the cozy nook, which is roomy and comfortable. The fittings are in burnt fir and tufted leather. The electric light effects are beautiful, while the entrance, which is finished in Flemish oak, is a work of art. The expense was several thousand dollars, but John L. can well be proud of the results. The Grotto had a successful opening on the 17th inst. Dainty things to eat are the specialties. Go and try them.

John H. Pein has done a fine business during the month and feels confident that the Mint Exchange, Fifth and Market streets, will take care of a goodly share of business during the coming winter. The Geneva Lithia Water, which, incidentally, is the very best in the market, is proving its merits and gradually making friends. It is a remarkable remedy for rheumatism and kidney troubles.

Nort. Hawkins, the hustling representative of McDonald & Cohn, 120 Front street, is home from an extended trip in the north. His return was hastened by symptoms of appendicitis, but proper treatment warded off the dread attack. He brought home a well-filled order book, however, in which the well-known El Rey whiskies played a prominent part. The house report business picking up in a very satisfactory manner. Mr. Hawkins is open to other congratulations, for during the month his wife presented him with a bouncing daughter. Mother and child are doing well.

At the establishment of A. Finke's Widow things are very lively, particularly in getting ready for the holiday season. In this line business has already begun to rush. The Finke champagnes are pushing to the front, a fact for which two energetic and enterprising young men, Messrs. Schraubstadter & Groezinger, are largely responsible. Of course they recognize the value of the old-established name of A. Finke's Widow. Mr. Schraubstadter is now in St. Louis, and writes that he expects his house will be awarded a medal for their champagnes. He is also confident of introducing the Finke wines while in the East. His return is expected late in October.

LASH'S BITTERS
TONIC LAXATIVE



JESSE MOORE A A

WHISKEY

BEST ON EARTH



JESSE MOORE-HUNT CO.

**DISTILLERS AND
WHOLESALE LIQUOR DEALERS**

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WICHMAN, LUTGEN & CO.

Importers and Wholesale Dealers in

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Gilt Edge Whiskies

29 and 31 Battery St.

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TEL. BLACK 452

PLAZA EXCHANGE

Cyrus Noble Old Bourbon a Specialty

Cor. Second and Brown Sts.

Napa, Cal.

The New Manhattan

GEORGE ZIEGLER, Prop.

TELEPHONE RED 1671

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FOREIGN AND
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**WINES, LIQUORS
AND CIGARS**

DEPOT OF ITALIAN SWISS COLONY WINES

205 WASHINGTON STREET

Between Front and Davis
SAN FRANCISCO CALIFORNIA

MY SPECIALTIES
WHISKIES

Belmont Jesse Moore
A. P. Hotelling's O. P. S.
Old Government
Mt. Vernon Rye
Wilson Eye
King Wm. Fourth Scotch

A. V. H. Gin Buchu Gin
Mistletoe Gin

Cognac Brandy
Vina Brandy

Fernet Branca
Italian Vermuth
French Vermuth

CHAMPAGNE

Dry Monopole and Monopole Brut

NONE BETTER

GUSTAV DUNTZE & Co.

NEW YORK

SOLE AGENTS FOR THE UNITED STATES

J. HAMMANT, 119 Broadway, San Francisco

Along The Line

Bielenberg & Friedrichs, who recently purchased Brett's Cafe, at 310 Montgomery street, have just expended a large amount of money in improvements, which have made a vast change for the better in the place. The bar and all the woodwork are in polished white, as are a number of ornamental private booths. These are richly appointed, being provided with drop tables and are upholstered in tufted leather. The ceiling, which is quite ornate, is finished in cream shades, relieved with dashes of gold. The saloon is now one of the largest and most strikingly effective in decoration in the city. The new firm is establishing an excellent business.

Teddy Powell and Dolph Rochon, he of Klondike fame, have purchased Ye Old English Inn, at 144 Mason street. They will conduct it in the most up-to-date-manner, affording the public the best things in the world to eat and drink, served in the highest style of the caterer's art.

One of the best appointed bars in the section of the city of which Larkin and O'Farrell streets is the center, is conducted by that jolly josher, Reinhold Jentzsch. He carries the very best of wines and liquors, his beers are unsurpassed, and the service is excellent. There are other attractions of the place well worth going to see.

Emmet Hayden, of Kilborn & Hayden, proprietors of the famous Ferry Cafe, at 16 Market street, and of the bars of the Tiburon and

Sausalito ferries, has gone East on a pleasure trip. He will first visit the St. Louis Fair and see the sights at his leisure, after which he will take in the principal cities of interest. Mr. Hayden is making his fourth journey of the kind. He will return some time in November. His many friends wish him an enjoyable trip and a safe return.

Elsewhere in this issue will be found the advertisement of the La Natividad Cigar. The name signifies that it is a native production, and it is produced in California from tobacco grown from the seeds of Havana tobacco imported from Cuba. These cigars have the true Havana flavor, are free smokers, and are pronounced by experts to be the best "bit" cigar in this market. The manufacturers, Messrs. Frankel, Gerdt & Co., are safe in offering a reward of \$500 for proof that their product is not possessed of these qualities. La Natividad is purely a home product and deserves the favor of every loyal Californian.

America Does Not Lead in Beer Production.

THE *American Brewers' Review* corrects the statement recently spread broadcast by the American Consul-General in Germany that the production of beer in the United States this last year has exceeded that of Germany. The Consul-General was misled by the inaccurate figures of *Gambrinus*, the Vienna brewing publication, which gave out the figures of the United States bunched along with Canada, South America, Australia, etc., and thus it was made to appear that the United States had exceeded Germany in the production of malt liquors. The production in 1903 in the United States was 47,469,055 barrels, equal to 55,380,563 hectoliters, while that of Germany was 67,484,368 hectoliters, equal to 59,272,315 barrels, leaving a balance in favor of Germany of 12,103,805 hectoliters, or 11,803,260 barrels.



An attractive bar bottle
with a
Patent Squirt

Eagle Angostura Bark Bitters

APPETIZING
REFRESHING

STIMULATING
INVIGORATING

Essential in Cocktails, Punches and Other Mixed Drinks

What Mr. Chas. Mahony of the HOFFMAN HOUSE, New York,
says about Eagle Angostura Bark Bitters:

NEW YORK, N. Y., Aug. 4, 1902.

MESSRS. RHEINSTROM BROS., Cincinnati, O.

GENTLEMEN: We have always claimed to have done the most select bar business in New York. For that reason we are most particular about everything passed over this bar. Among other things we have used imported bitters in mixed drinks. We thought they were all right until we used yours, and now we are of the firm opinion that Eagle Angostura Bark Bitters are absolutely the best for mixed drinks, and as a tonic. I have had thirty years' experience in the leading bars of this city, catering to a most critical public, demanding all sorts of mixed drinks, and have never known bitters to give as complete satisfaction as your Eagle brand. I always recommend them.

Yours truly,

CHAS. MAHONY, Manager of Bar.

Testimonials similar to the above may be seen at our office
from hundreds of the Leading Bars in the United States

Eagle Liqueur Distilleries

RHEINSTROM BROS.
CINCINNATI

SAN FRANCISCO OFFICE
125 MISSION ST.

M. A. TUTTICH

J. C. WARREN

TUTTICH & WARREN BAR

77 Fourth Street

San Francisco

MARKET CAFÉ

"COFFEE ROYAL"
A Mighty Bracer



HOT LUNCHEON
At 8 a. m. Daily

GOUAILHARDOU & RONDEL

Proprietors

530 Merchant Street

San Francisco

MERCANTILE LUNCH FROM 11 A. M. TO 2 P. M.

Dollmann's Cafe

A. DOLLMANN, Prop.

DEALER IN CHOICE
Wines and Liquors

328 PINE STREET

Telephone Main 949

SAN FRANCISCO

Merchants' Lunch

OPEN

ALL NIGHT



J. H. PEIN

Proprietor

S. E. Corner
Fifth and Market Sts.
San Francisco, Cal.

L. NELLER

A. SCHIRMER

Neller & Schirmer

WHOLESALE AND RETAIL DEALERS IN

Wines and Liquors

TELEPHONE DAVIS 766

409 Sansome St., San Francisco, Cal.

Bet. Sacramento and Commercial Sts.

STEVE'S RESTAURANT

537 Clay Street
Below Montgomery

Grill Room

Private Rooms
for Ladies

San Francisco, Cal.



EL REY

THE KING OF

WHISKIES & BOURBON AND RYE

DISTILLED IN THE FAMOUS BLUE GRASS DISTRICT OF KENTUCKY

MCDONALD & COHN

(Formerly CARROLL & CARROLL)

120 FRONT STREET, San Francisco

SOLE AGENTS



ALONG THE LINE

Odd Fellows Taboo Retailers.

FOLLOWING are the rules laid down by the "Sires" of the Odd Fellows at their recent National Convention in this city. They are interesting as showing the prejudice existing among those who formulated the legislation:

No saloon keeper, bartender or professional gambler shall be eligible to membership.

A lodge may receive an application from, though it may not initiate, a candidate under the age of 21 years.

A saloon keeper or a man owning a saloon run by another person, is not eligible to membership.

A man acting as agent for the sale of beer by the keg is eligible to membership in the Order.

If an Odd Fellow has purchased an interest in a saloon since 1895 he is liable to expulsion from the Order.

An Odd Fellow becoming the owner of a saloon or an interest therein since 1895 is a saloon keeper, and the lodge to which he belongs should prefer charges against him.

An Odd Fellow is not subject to charges if he was in the saloon business in 1895 and has continued in it ever since.

An Odd Fellow who was in the saloon business prior to 1895 and became suspended for non-payment of dues may be reinstated to membership.

An Odd Fellow going out of the saloon business after the adoption of the amendment of 1895 has violated the law if he has resumed the business since 1895.

An Odd Fellow entering the saloon business since the adoption of the law of 1895 may avoid expulsion from the Order by giving up the business.

A lodge shall not grant a withdrawal card to a member when it has knowledge that he has violated the law, but should prefer charges against him.

An Odd Fellow selling drinks at a bar in a clubroom is violating the law unless he has been continuously so engaged from a time prior to the passage of the law of 1895.

The Red Men, Too.

A LAW barring saloon-keepers, bartenders and retail liquor dealers from membership, and prohibiting balls and picnics on Sunday, has been adopted by the Red Men of the United States in convention at St. Joseph, Mo.



HAVE YOU TRIED THE Famous Hommel Champagne?

**Absolutely the Finest Product of the Vineyard.
Well Matured, Strictly Pure and Wholesome.**

LEADING CONNOISSEURS PRONOUNCE IT THE MOST
DELICIOUS OF ALL CHAMPAGNES.

TRY IT, AND YOU WILL USE NO OTHER,
AS IT SPEAKS FOR ITSELF.

Highest Awards at Chicago, World's Columbian Exposition (1893); Buffalo Pan-American, (1901)

DON'T FAIL TO VISIT OUR EXHIBIT WHEN AT THE ST. LOUIS EXPOSITION, IN THE AGRICULTURAL PALACE

"STANDARD BRANDS"

White Star Brut, Extra Dry and Red Star

M. HOMMEL WINE CO.,

SANDUSKY, OHIO

FRED. M. BOEHM, SOLE DISTRIBUTOR FOR THE PACIFIC COAST

PHONE POLK 3093

915 EDDY STREET



CHARLES CARPY, Pres.

ARTHUR LEGALLET, Vice-Pres.

LEON BOCQUERAZ, Sec'y

JOHN GINTY, Cashier

M. GIRARD, Ass't Cashier

French American Bank * **French Savings Bank**

Capital Paid in \$1,000,000

Capital Paid in \$600,000

TOTAL RESOURCES

\$5,525,000

DIRECTORS

J. E. Artigues, Chas. Carpy, J. J. Mack, O. Bozio, J. B. Clot, Leon Kauffman, Leon Bocqueraz, J. M. Dupas
A. Legallet, J. A. Bergerot, J. S. Godeau, A. Roos

Interest Paid on Deposits. Loans made on Real Estate and Approved Securities. Letters of Credit and Exchange on the principal cities of the world at lowest rates. Empowered by law to act as Trustee, Executor, Administrator, Guardian, Receiver and Assignee and to do a General Banking business.

315 MONTGOMERY STREET

SAN FRANCISCO

Where to Get Good Things to Eat and Drink



All Modern Conveniences. Up-to-date Headquarters for Mining and Commercial Men.
W. U. Telegraph Service American and European Plan. 400 Rooms.
Suites with baths. Sample rooms. Newly fitted throughout.
Center of business district. Convenient to all car lines.

NEWMAN'S

Phone Private Exchange 509

NEW RUSS HOUSE

Montgomery, Bush and Pine Streets, SAN FRANCISCO, CAL.

Army and Navy Headquarters

CHAS. NEWMAN Co. Props.



RATTO'S RESTAURANT

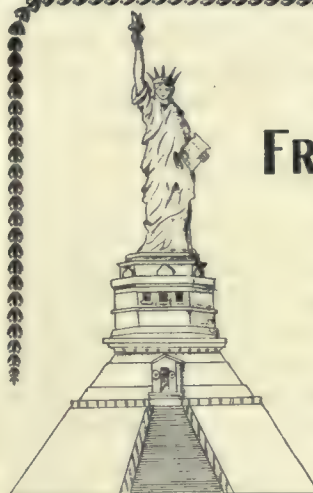
619 and 621 Washington St.
bet. Kearny and Montgomery, S. F.

TELEPHONE BLACK 1543

Regular Italian Dinner served in the best of style.
Service a la Carte. Private Banquet Rooms.
Open until 8 p. m. every evening, Sundays
until 9 p. m.

E. M. RATTO, Manager

Special Attention to Banquets and Weddings.



LIBERTY

FRENCH RESTAURANT

706 MONTGOMERY STREET

NEAR WASHINGTON STREET

Telephone Green 133

Table d'Hôte and à la Carte

Regular Meals, 25c.

FROM 11 TO 2 P. M. AND 5 TO 8 P. M.

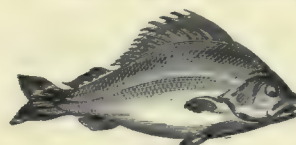
B. A. JOUANOU

LATE OF 800 MONTGOMERY STREET

We Cater to Cafes, Hotels and Restaurants

LANDINI

DEALER IN FRESH, SALT AND SMOKED



FISH

OF ALL KINDS

CRABS, CRAWFISH, SHRIMPS, OYSTERS, TERRAPIN,
FROGS, GREEN TURTLES, ECRESSISSE

11 Pacific Fruit Market

Clay Street, between Sansome and Montgomery

E. CROCE

PHONE BLACK 1542

JOE POLLEDRO

COPPE'S

Restaurant and Grill

First-Class
Dinners and Lunches a la carte
Served at all Hours

DUCKS and OTHER GAME Italian and French
A Specialty Cuisine

619 Montgomery St., San Francisco

POLLEDRO & CROCE, Proprietors



THE ARBORDALE

First-Class Family Resort.
Restaurant and Oyster House.

EXCELLENT BAR
MEALS AND DRINKS SERVED AL FRESCO
SAUSALITO, CAL.

FRED KISTENMACHER

HENRY KISTENMACHER

"THE ARRIVAL" BAR

N. W. COR. EAST AND MISSION STS.
TELEPHONE JOHN 981 SAN FRANCISCO

Straight Goods a Specialty

Extra Pale Lager and
Sharp Cool Steam Beer on Draught

A FINE LUNCH
SERVED

KISTENMACHER BROS., Props.

Eagle Angostura Bark Bitters.

IT would be hard to name an ingredient of mixed drinks which is more important than bitters. A great many people believe that to make a mixed drink without employing such an ingredient would be like attempting to stage one of Shakespeare's plays with the principal character left out. This being the case, it is most important that the bitters selected should be above reproach from every standpoint.

There is one brand which fills this requisition absolutely, and that is, Eagle Angostura Bark Bitters put up by that famous house, the Eagle Liqueur Distilleries. No more delightful beverage can be found than this delicious distillation. Not only are Eagle Angostura Bark Bitters appetizing and refreshing, but they are stimulating, invigorating and nutritious. There was a time when it was considered impossible to produce in America a liquor of such absolute purity, smoothness and flavor; but that time has passed. Not only have Eagle Angostura Bark Bitters met the foreign production on their own ground, and won public favor there, but they have established the fact that America can produce goods of this class far superior to those imported from the old world.

From the attractive bottle, much larger than others, to the incomparable contents this American brand leads the way to-day. In every instance where they have been used by cafes, hotels and private parties, they have won their way into constant use by virtue of their numerous superior qualities. Made in America by a firm which is honestly American all through, these goods are now the standard all over the world. Messrs. Rheinstrom Bros. carry a stock of these celebrated Angostura Bark Bitters at 125 Mission street, which they offer to the trade.

Meet to Discuss Pure Food Laws.

ST. LOUIS, September 26.—The International Pure Food Congress assembled to-day. The purpose of the congress is to call into conference the food scientists, Government authorities and food manufacturing interests, in order that some action may be passed relative to the control of food adulterations and misbranding.

The prohibition of solors and antiseptics, the adulteration and false labeling of wines and whiskies, and the baking powder controversy, are among the questions that will come up for discussion. A resolution will be presented at the congress demanding that all foods competing for awards at expositions be free from adulterations and truthfully branded.

Menu of Metcalf Banquet.

THE banquet given by the commercial bodies of San Francisco at the St. Francis Hotel in honor of Secretary Metcalf was one of the most enjoyable affairs of the kind this city has ever seen. No small part of the success of the feast was due to the excellence of the menu. It was as follows:

HUITRES.

Mineral Water.

TORTUE VERTE.

AMONTILLADO.

Sauterne.

HORS D'OEUVRES VARIES.

AIGUILLETES DE BASS, JOINVILLE.

Burgundy.

FILET DE BOUEF, FINANCIERE.

HARICOTS PANACHES.

POMMES PARISSIENNE.

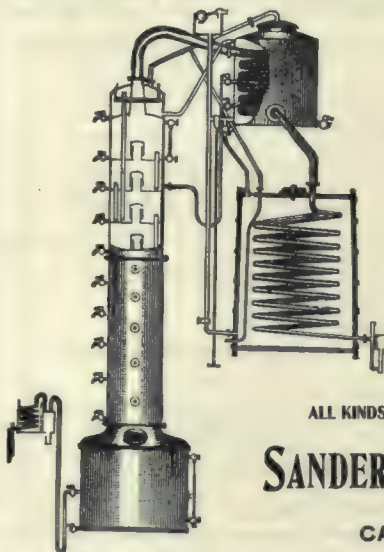
SORBET AU CHAMPAGNE.

PIGEONNEAUX ROTIS AU CRESSON.

TOMATES FARCIES EN SURPRISE.

Moet & Chandon. White Seal.

GLACES FANTASIES. PETITS FOURS.

IMPORTANT TO DISTILLERS AND WINE MAKERS.

PAT'D SE.T. 29, 1891.

The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

ALL KINDS OF COPPER WORK DONE AT SHORT NOTICE.

SANDERS & CO.'S COPPER WORKS

CARL L. SCHALITZ, PRES.

309-311 HOWARD STREET, SAN FRANCISCO.

BARRETT CO.,

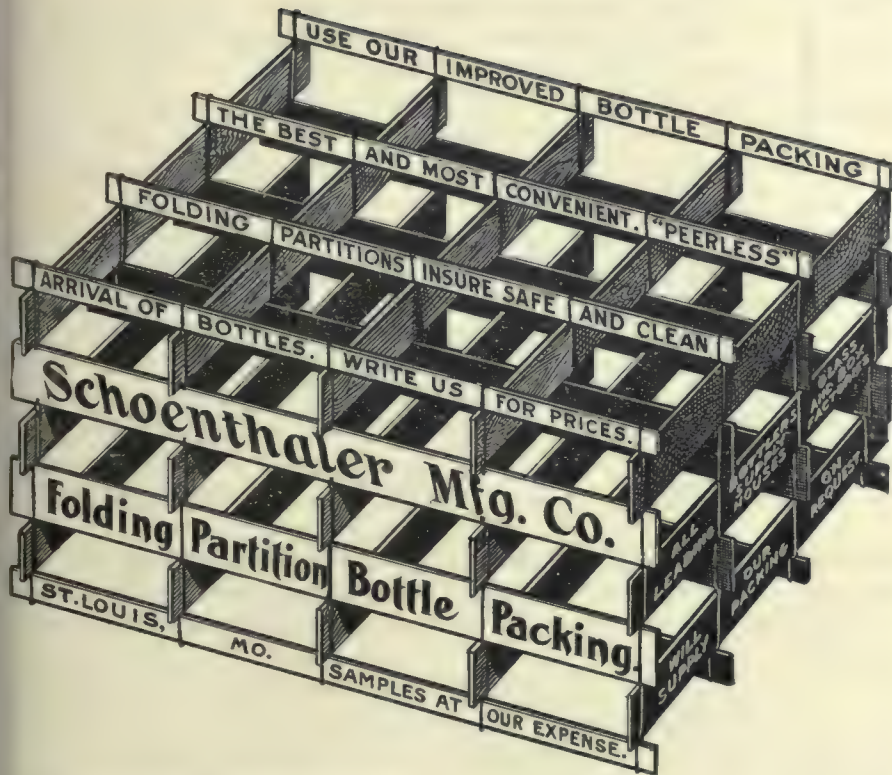
43 Front Street, New York

BARRETT'S UNRIVALLED PRUNE JUICE

"THE RECOGNIZED STANDARD"

CHAS. MEINECKE & CO., Sole Agents Pacific Coast

314 Sacramento Street, SAN FRANCISCO, CAL



Subscribe
for the
Pacific Wine
. and .
Spirit Review

\$2.00
PER YEAR

From National Wholesale Liquor Dealers' Association.

TO THE TRADE—Your Executive Committee is advised by the attorney of the Association, to whom was referred the recent ruling of the Commissioner of Internal Revenue to the effect that bottled in bond goods must be entered in Form 52, that the necessity for so entering such goods on the form was not created by the letter or ruling of the Commissioner referred to, but by an act of Congress (Section 3318), and the letter of the Commissioner merely calls attention to the requirements of the statute, and states that the act of Congress in question must be complied with.

The situation presents an additional argument in favor of the abolishment of the stamp system and a simpler system of internal revenue taxation.

The Commissioner of Internal Revenue has no right to waive the clear provisions of an act of Congress, and the clear purpose of all the Internal Revenue laws is to have all packages bearing Internal Revenue stamps entered in

appropriate form and reports, so that they can be traced to their final reception at some place for actual consumption.

Since the law provides that the form in which this data must be kept may be prescribed by the Commissioner of Internal Revenue, discretion to that extent is vested in the Commissioner, and the attorney of the Association has been instructed to take the matter up with him, with a view to determining whether or not some simpler method cannot be devised of keeping the form, and complying with the statute, than that now prescribed.

You are invited to submit any suggestions you desire to make on this point.

Respectfully,

DAVID STAUBER,
Secretary.

By order of the Executive Committee.

J. W. Robinson, general representative of Wm. Lanahan & Son, distillers of Hunter Baltimore rye, was in town during the month looking to the interest of this famous brand. He found the situation of Hunter rye quite satisfactory, the field being kept well under control by their Coast agents, the Hilbert Mercantile Company.

620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

New York Correspondence.

NEW YORK, September 19, 1904.

EDITOR WINE AND SPIRIT REVIEW:—While not so pronounced as it has been for several months, the general tone of the California wine market continues quiet. There has been less difficulty in securing orders during the past month, but there is still considerable hesitancy about purchasing. There is nothing specially discouraging in the outlook, nor is there anything very encouraging. Somewhat anomalous condition, but it is not confined to this business alone. Much the same words might be aptly used to describe any line of business to-day.

The concessions in prices, etc., made last month on shipments direct from California had a stimulating effect for the time being, but it was of too short a duration to have any appreciable influence towards dispelling the general apathy of the trade.

The prospects of another heavy vintage and the open fight on prices of grapes, which has been induced by the action of the leading purchasers in advertising for bids from people who have grapes to sell, do not augur well for high prices on wines. Every one is holding off the time for replenishing stocks, believing that there will be "something doing" later on.

The whisky market—inasmuch as it relates to Eastern eyes—has developed quite a boom within a fortnight. The advances on some of the brands have been quite in keeping with the jumps made during the days of mad speculation. But this is not a speculating advance as everything indicates the goods are being purchased for—in most cases—immediate consumption.

The general outlook is encouraging. The high prices of grain will, no doubt, mean another season's production limited, and following on the restricted output of last year, the statistics must certainly go to prove that whatever danger may have threatened through the claimed overproduction of 1902 and 1903, has been dispelled.

There has been considerable talk about advancing contract prices for Fall 1904's and Spring 1905's, but the announcements so far made have not verified these rumors. With grain at prevailing prices, and the material increases in cost of cooperage, fuel, etc., it is not to be marveled at, that the distillers, at least some of them, should decide upon a higher price for their new goods.

On September 5th, there was a chemical laboratory opened here for the examination of imported food products under the regulations of the Pure Food law. Five expert chemists have been installed, and already has been demonstrated the advantages of this arrangement, in relieving the congestion of cases, caused through the necessary delays attendant upon sending samples to Washington. Laboratories are promised in the near future for other ports.

The New York grape crop is reported much larger than was last year's, although not up to the average. Prices are very firm.

If any further evidence were desired as to the general quietude of business during the past year, it could be found in a review of the importations of wines, particularly champagne. The published reports of the importations for the seven months ending August 1, 1904, show the receipt of 143,000 cases. Just 50,000 cases less than for the same period in 1903.

Quite interesting, particularly in that part as to distilled and malt liquors and wines, are the statistics of the United States Consul General for 1903:

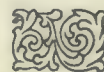
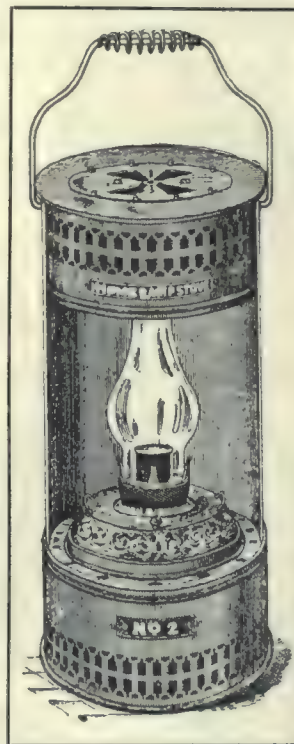
Coffee	10.79 lbs per capita
Tea	1.30 lbs per capita
Distilled liquors	1.46 gals per capita
Wines .....	.48 gals per capita
Malt liquors	18.04 gals per capita

In this same connection, it is a noteworthy fact, that the annual consumption of wines in the United States is now but .02 gallons more per capita than it was 25 years ago.

Mr. George H. Malter, President of the California Wine and Brandy Company, is now installed in very handsome offices in their new building at 125 Hudson street.

A. Luhrs & Sons, wholesale and retail dealers in wines and liquors, one of the oldest firms in the business in this city, are in financial difficulties. At a meeting of the creditors a few days since, an offer of a compromise was made at 20 cents on the dollar, payable 5 cents cash, and the balance in notes at six, twelve and eighteen months.

OIL HEATERS



Heat and Light

JUST WHAT YOU
WANT IN YOUR

DINING ROOM
BATH ROOM
BED ROOM
OFFICE OR LIBRARY

No Smoke No Ashes
No Odor

Safe, Economical
and Convenient



W. W. MONTAGUE & CO.
SAN FRANCISCO, CALIFORNIA

The sentiment of the meeting was in favor of accepting the offer. The liabilities are \$27,000, and assets \$5,000.

A petition in bankruptcy has been filed against the Golden State vineyards, a New York corporation, doing business here at 255 Front street. It was alleged by the following creditors, Receiver of Equitable National Bank, Michael Connor & Sons, and the Italian Vineyards Company, that the corporation is insolvent, and besides allowing several judgments to be taken against it, had on May 23d given a bill of sale to the California Wine and Brandy Company.

A protest has been made to the Board of United States General Appraisers against the classification as ale at 20 cents a gallon of an article known as "Beacon Ale." This, it is claimed, is a non-alcoholic beverage made in England from hops and sugar, and is largely consumed in the West and Northwest. It is claimed that the "ale" contains so small a percentage of alcohol as to be negligible. No excise tax is paid on it in England.

According to Consular reports from Sicily the vineyards of that country are being thoroughly renewed with American stocks. It has been an arduous task to convince the proprietors of the advantages to be derived from planting American vines, but now they seem to have come to recognize the necessity of thus offsetting the ravages of phylloxera.

The exports of British spirits to the United States were 47,152 gallons for the month of August, giving a total of 491,882 gallons for the eight months ending August 31st. The exports for the same period in 1903 were 443,038 gallons, an increase of nearly 50,000 gallons for 1904.

The Tabor Must Pump.

ELSEWHERE in this issue will be found the advertisement of the California Engineering and Construction Company, agents for the Tabor rotary must and wine pumps. These machines are without doubt the most popular manufactured. They have many valuable features, among which are simplicity, ease of operation, immense capacity with small power, etc. The Tabor handles skins and stems readily without clogging. The must pump, working at one hundred revolutions, will convey one ton per minute. They are great money and time savers and are reasonable in price. The company will be glad to furnish special information regarding these pumps, either by mail or on application in person. The offices are in the Rialto Building, this city.

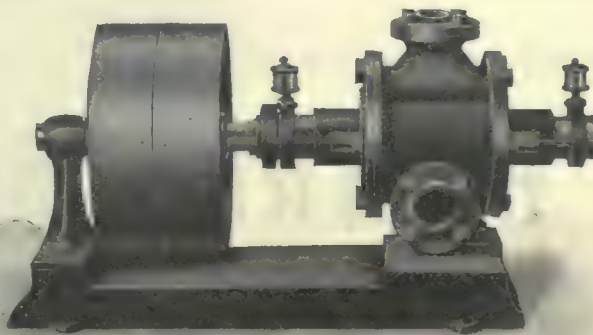
California Engineering and Construction Company

Rialto Building, 104 New Montgomery Street
SAN FRANCISCO, CALIFORNIA

CONTRACTORS FOR
WINERIES AND BREWERIES

MANUFACTURERS OF
WINE-MAKING MACHINERY
Crushers, Hydraulic Presses, Pumps
and Filter Presses

WRITE FOR CATALOGUES



**Taber Rotary Pumps
for Wine, Beer and Must**

**OLIVINA-IDEAL
VINTAGES.**



Cabernet
BOTTLED AT THE OLIVINA VAULTS.

Julius Paul Smith.
GROWER.

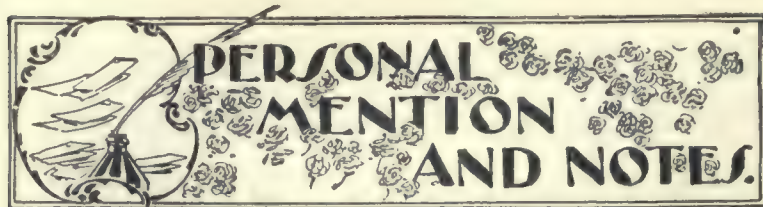
NEW YORK OFFICE AND VAULTS,
65 & 67 DUANE ST.

Livermore

California

Correspondence Solicited for Wines in Glass or Wood, by

JULIUS PAUL SMITH, LIVERMORE, CALIFORNIA



Lionel G. Bees, the Pacific Coast representative of the celebrated Canadian Club whisky, says the brand continues to grow in popularity in this territory as well as elsewhere. As an indication of the demand, it may be stated that the sales of Canadian Club for the first twenty-three days of September, aggregated 750 cases. This is certainly a fine showing. Canadian Club is sold only in glass.

W. J. Kearney, the well known whisky salesman and for several years Pacific Coast representative of Grommes & Ullrich, Chicago, distillers of Marquette rye, started for the East the latter part of the month on a trip combining business with pleasure. He will be gone about six weeks and during his absence will connect himself with some important house as general representative on this side of the continent.

Simon Levy & Co., 211 Battery street, the well-known importing house, report business picking up nicely during the month. The demand for their various lines of specialties, cordials, liquors, syrups, etc., made a substantial gain, and they look for a steady improvement from this time on.

HILBERT MERCANTILE COMPANY

Telephone
Private Exchange 313

136-144 Second Street

SAN FRANCISCO
CAL.


Sole Agents and Importers of the World's Standard Brands

HUNTER BALTIMORE RYE
H. B. BOURBON and RYE WHISKIES
EL MONTE BOURBON
MARYLAND MONOGRAM
W. H. McBRAYER'S CEDAR BROOK
BOOTH'S OLD TOM and DRY GINS



ST. LOUIS A. B. C. BEER
BUCHANAN'S BLACK and WHITE SCOTCH
J. BAUMGARDNER RYE
UNION LEAGUE BOURBON
AETNA MINERAL WATER
BOAR'S HEAD ALE and STOUT

Ruinart Brut Champagne

 We have unequalled facilities
for handling large orders.

The Hilbert Mercantile Company are now well installed in their splendid and commodious new building at 136-144 Second street. It is one of the finest institutions of the kind in the West. The offices are especially roomy and attractive, being thoroughly fitted up as an up-to-date counting room. The company reports business very good in all lines, such as Cedar Brook whisky, which is having a great demand, Hunter Baltimore rye, H. B. whisky, St. Louis A. B. C. beer, Ruinart Brut champagne, etc.

President Moroney, of the Jesse Moore-Hunt Company, Davis and Sacramento streets, finds the demand for Jesse Moore whisky good; in fact, business in August was better than during the same month last year. While collections are not free, there is little cause for complaint. Notwithstanding the certain check to business by reason of bad crops this year, Mr. Moroney feels confident that the year will balance up pretty well with previous comparatively good seasons. In short, he looks for a fairly good winter trade.

ANOTHER FEATHER IN THE CAP OF

Veuve Clicquot!



"Anything that has made a name for itself is sure to be *imitated* or *substituted*."

WARNING!

As a PROTECTION to the TRADE and to CONSUMERS, every bottle of the Genuine **VEUVE CLICQUOT CHAMPAGNE**, both SEC (yellow label) and BRUT (gold label), for which we have been for years past and are now the exclusive Agents for the Pacific Coast, will hereafter bear the following additional label:



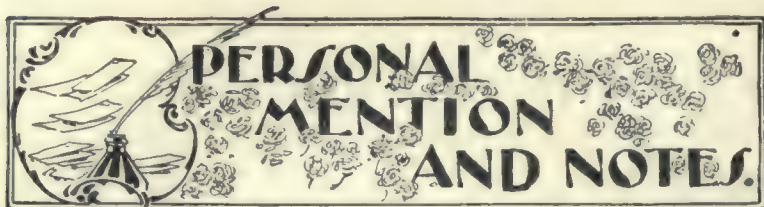
A·VIGNIER·CO·

· SAN FRANCISCO ·

SOLE AGENTS FOR THE PACIFIC COAST.

We receive this most delicious of all Champagnes direct from France, where it continues to be specially prepared for the taste of the American Market. Beware of Substitutes. Require the above label on every bottle of CLICQUOT CHAMPAGNE and take no other.

A. VIGNIER CO., San Francisco



P. J. Weniger & Co., Powell and Ellis streets, received during the month by sea, 200 cases White Cross gin and 200 cases Roderick Dhu Scotch. The demand for this gin is so active that the house cannot get stock over here fast enough to keep up with the orders. The Scotch is also very much of a favorite.

Clarence J. Wetmore, of the Wetmore-Bowen Company, returned from St. Louis and New York during the month. While there were several serious drawbacks against which American exhibitors had to contend, he believes that California wine men have won high and deserved honors. He reports the demand for Cresta Blanca wines to be growing steadily. As an illustration, his house shipped a lot of 300 cases to Chicago on the 23d inst. It is among the probabilities that the Wetmore-Bowen Company will open a retail store in New York where their wines can be sold by the bottle. Mr. Wetmore believes that this would prove an excellent manner of advertising the company's wines.

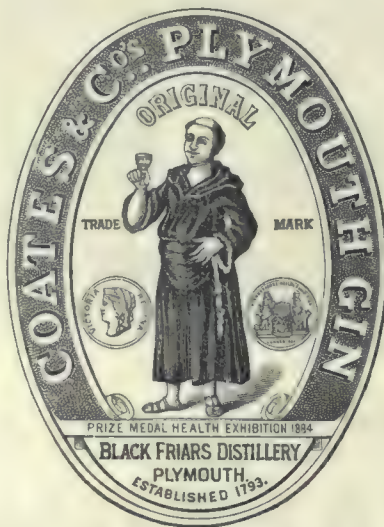
Plymouth Gin



COATES & CO.

Plymouth
England

*Sold in Cases Only,
Never in Bulk*



Dawson's Scotch



PETER DAWSON

Dufftown
Scotland

UNADULTERATED
Thoroughly Matured

Chapman & Wilberforce
IMPORTERS

123 CALIFORNIA ST.

TELEPHONE MAIN 775

SAN FRANCISCO

Harry G. Howell, special representative of the C. P. Moorman Company on the Pacific Coast, has returned from an extended trip in the Northwest in the interest of the celebrated J. H. Cutter bourbon and rye whiskies. In his travels he covered Oregon, Washington and the upper country generally and reports the results of his trip very satisfactory. He finds Cutter whisky going better than ever with the public. The coast agents are Messrs. Sherwood & Sherwood, of this city.

Whether a principal and surety in an excise bond are liable thereunder is a question of law, where the facts are undisputed. (*Lyman vs. Gramercy Club et al.*, 57 N. Y. Supp. 376.)

We are informed by Mr. Julius Kessler that Mr. George C. Buchanan will hereafter represent Messrs. Julius Kessler & Co. in the Louisville market. The houses in this market handle a large quantity of the goods produced at the Kessler distilleries, and we have no doubt that Mr. Buchanan will prove to be a very valuable man to that concern.

Some twenty-two years ago, Mr. Buchanan was known as the Whisky King of Kentucky and as the first citizen of Louisville. His distillery plant here covered some forty-five acres and he was interested in a vast number of enterprises and was a subscriber to every worthy charity.

Julius Kessler is oftentimes referred to of late years as the Whisky King of the new regime, and we therefore have the very interesting situation of an ex-whisky king representing a whisky king.—*Bonfort's*.

Do You Know That Window Space Properly Utilized

is one of the most valuable mediums of publicity in the world and the one vehicle most convenient and desirable, calculated to meet the requirements of the conservative, dignified business man or firm who desires advertising?

SOME REASONS WHY

All other advertising space must be purchased or rented.

All other advertising space is for temporary use.

No other advertising space has the article itself behind it.

All other advertising space costs time and money to keep it in force.

All other advertising space is practically "dead" at night.

All other advertising space involves large expenditure, risk and uncertainty.

Window Space, infinitely more valuable, costs nothing.

Window Space constitutes the direct opposite, permanency.

Window Space has your goods behind it, and the dealer behind the goods.

Window Space is ever in good repair and bright; dealer does it himself.

Window Space "works overtime" night and day; dealer pays for its illumination.

Window Space affords maximum results at minimum cost and is certain.

RESULTS THAT'S IT

Salesman removing paper sign from window



Just Like This for Two Years

A magnificent 26 inch diameter sign.
Would cost \$25.00 to paint.

GETS you on the window pane in Gold, Silver and Colors "All over Town," "All over the Country" for practically nothing—comparatively.

HOW to Best Employ a Modern Window Sign

It is imperative and essential to your success to get a *good sign*, the day of cheap "stickers" has passed.

¶ Get the biggest and handsomest sign you can afford. (If a newspaper or bill-board concern gave you space free, you would cover it *all*, wouldn't you?)

¶ Get behind this sign with the same interest and enthusiasm you would place behind any other big earning power—get your salesman behind it, get the importance of this sign impressed upon the minds of your employees. Mail it out to your customers with a letter—(don't cheapen the sign by sending it with other goods to "save freight.") The right sort of a Window Sign is in every way worthy of your serious consideration and heartiest co-operation. The difference between a *good* Window Sign and the cheap sticker sign is just the difference between success and failure.

¶ The best signs command the best space or position and are acceptable and sought by the dealer. ¶ The cheap signs command no special attention, lack power of influence, lack the character, and the dealer don't want them.

A FEW OF THE USERS

CROWN DISTILLERIES CO.
WIEDEMAN BREWING CO.

WM. J. LEMP BREWING CO.

NATIONAL BREWING CO., St. Louis

L. & E. WERTHEIMER CO.

BEIGHOFF BREWING CO.

ANHEUSER-BUSCH BREWING CO.
GUND BREWING CO.

And Hundreds of Others

The MEYERCORD COMPANY

Exclusive Manufacturers :: Main Office:
1108-1110 Chamber of Commerce Building

Chicago, :: Illinois, :: U. S. A.

100%
Facts

Meyercord Signs are the recognized standard.

100%
Results

Meyercord Signs not only acceptable but desired by retailers.

About 1905 Advertising.

CHICAGO, September 24.—This is the time of the year when live, wideawake concerns begin to look out for their advertising for the new year. Each year there are new specialties, and the concerns which keep up with the parade are the ones which will be most benefited. Some advertising men want to say in the old rut; send out calendars, business cards, blotters and the like, while this will not do for others. It has been my experience that when a new system of clever advertising is adopted the returns are sure and quick. While the Far West has the goods to offer, they are not going to be accepted without their properties become known. The calendar and card advertising may do in a pinch, but why not do as some of the big concerns are doing in the East and Central West? I can name a score of the largest brewing and distilling concerns in the country which have adopted the window and panel display advertising because it costs less and goes farthest. What has appealed to me most, and which I would recommend to California distillers, bottlers, brewers, wholesalers, jobbers and even the growers, is the handsome and artistic work turned out by The Meyercord Co., Chamber of Commerce building, Chicago. It is gaining great favor, simply because it is a perfect reproduction of whatever trademark or design is sent in.

H. M. Meyercord, manager of the company, says window and mirror display advertising, also panel work, is without doubt going to be the most successful advertising in the future. "Every winery, brewery and distillery has its trademark," said he, "and it is in colors on the letter heads, invoices, etc., and why not on the windows, the mirrors and walls of his customers? I venture to say there is not a single reader or advertiser in the PACIFIC WINE AND SPIRIT REVIEW who has not seen and admired some of this class of work, whether it is that displayed by a competitor for business of his class, or whether it is entirely different. We are glad to send samples of our work to any who want it, and to explain fully anything that is not understood."

It might be said in this connection that Eastern concerns are finding profitable returns by utilizing window space, and the Coast distillers and brewers might get additional business through the East if a livelier advertising campaign is instituted.

W. R. ANDERSON.

Natoma Winery Plant Burned.

SACRAMENTO, Sept. 13.—The Natoma vineyard winery, fifteen miles northeast of this city, on the American River, together with the fermenting plant, distillery and wine cellar were totally destroyed at 8 o'clock this evening.

Engineer Lester, carrying a lighted candle, entered the distillery to inspect a tank of high-proof brandy. Owing to the warm weather of the past few days evaporation had been great, and the fire from the candle ignited the gases.

An explosion followed in which the engineer was severely burned. He fell to the engine room below and was also badly injured by the fall.

The flames spread to the fermenting plant and thence to the winery building. The entire plant was destroyed, including the wine cellar, wine and brandies, and about one-tenth of this year's crop of grapes, some 5,000 tons.

The Natoma winery was one of the largest in the State. The plant alone was valued at \$300,000.

From A. Vignier Co.

SAN FRANCISCO, Sept. 15, 1904.

Notice to the Trade: You are hereby informed that on and after September 15, 1904, and until further change, the following will be the schedule of prices for the genuine Veuve Clicquot Ponsardin Champagnes, which are imported from France direct, and for which the undersigned have been for years past, and are now sole agents for the Pacific Coast.

Veuve Clicquot Sec.—Yellow label, in lots of 5 cases, per case \$31.25, quarts; \$33.25, pints, net cash; under 5 cases per case, \$32.25, quarts; \$34.25, pints, net cash.

Veuve Clicquot Brut—Gold label, in lots of 5 cases, per case, \$33.25, quarts; \$35.25, pints, net cash; under 5 cases, per case, \$34.25, quarts; \$36.25, pints, net cash.

Rebates—On purchases of 50 to 100 cases taken within a period of six months, 25 cents per case. On quantities exceeding 100 cases taken within six months, 50 cents per case. Settlement of rebates to be made on March 15th and September 15th of each year.

Warning—As a protection to the trade and to consumers, every bottle of the genuine Veuve Clicquot Champagnes for which the undersigned are exclusive agents for the Pacific Coast, will hereafter bear a supplemental label with the following inscription:

A Vignier Co., San Francisco, sole agents for the Pacific Coast. Beware of substitutes.

A. VIGNIER CO.,
429-431 Battery Street.

A. CORA

436-438 Jackson Street

PACIFIC COAST AGENT
FOR THE WELL-KNOWN

VINO VERMOUTH CORA

THE OLDEST IN EXISTENCE

G. & L. FRATELLI CORA

ESTABLISHED 1835
IN TURIN, ITALY



The best Vermouth
in the world.
G. & L. CORA
TURIN, ITALY

Golden Eagle Distilleries Co., Inc.

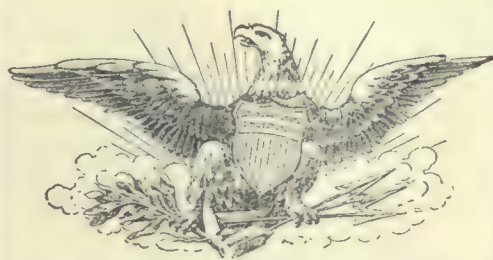
Golden Eagle
BOURBON AND RYE

TOM PARKER

AND

419 Bourbon
and Rye

Whiskies



TRADE MARK

SOLE AGENTS
FOR

Litthauer &

Caroni

Bitters

California Wines and Brandies

Office and Vaults:

417-419 Montgomery Street

TELEPHONE MAIN 5096

San Francisco, Cal.

Gundlach Bundschu Wine Co.
San Francisco *New York*

We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

GUNDLACH-BUNDSCHU WINE CO.

New York Office and Cellars:
Cor. Watts and Washington Sts.

434-444 Bryant St., San Francisco

TELEPHONE MAIN 681



LOS ANGELES DEPARTMENT



LOS ANGELES, Sept. 21.—All the wineries in Southern California are at work. Several of them began crushing grapes in the middle of September and others held off to the last of the month. The crop of grapes is particularly heavy, but the facilities for working it up are much increased since last year, and the crushing season will be short. There has been no agreement of wine-makers to regulate the prices to be paid for grapes this season and the schedule varies according to the necessities of the buyer and the seller. From \$8 to \$12 the prices range, but most of the purchases are made nearer the \$10 mark.

Growers are complaining much over the prices which they consider so much too low, but the wine makers say they can pay no more. In addition to the reasons already set forth, to show why the prices can be no higher, it is shown now that because of vagaries of the weather this summer, the grapes are deficient in saccharine and juice. One wine maker says the grapes this year will not yield nearly as much wine to the ton as last year. This condition, it is said, worries the wine makers, but the growers think they are the worst sufferers. And the growers find little consolation in the news that the Fresno grape men are glad to take \$8 a ton for their fruit.

For the opening of the operations of the Baldwin distilling company, September 27 is the date set. Richard Krebs, the wine maker, says the principal product will be the "Baldwin port." The Italian Vineyard Company did not expect to begin work at the Cucamonga Winery before October 1. The Artesia Vineyard Company, at Artesia, has begun its first season auspiciously. The California Wine Association winery at Cucamonga began September 21. G. F. Meriam & Son, at San Marcos, are in full operation.

Alfred Stern & Sons, at Stalder, Riverside County, are making much sweet wine and brandy for market. This winery is crushing 100 tons of grapes a day. Brandy will be sent to Eastern markets.

Henry S. Baer, at his West Glendale Winery, has been operating since September 14 and is turning out much fine wine. A time test of his crusher the other day showed that two tons of grapes were put through in fifteen minutes. Next year this winery will have new machinery, additional power and a continuous still of the most modern kind.

A. Campbell-Johnson, an Englishman, owner of San Rafael Ranch, adjoining the Garavanza suburb of Los Angeles, has filed his bond for his new winery. He expects to make a quality of sweet wine that he can induce the British wine drinkers to like.

A. Neimeier has opened a new winery on Central avenue, in Los Angeles, and is operating with a full-fledged plant. He is working up the grapes from his own vineyard at Eagle Rock.

Guy B. Barham, internal revenue broker and President of the State Board of Bank Commissioners, is recovering from his recent attack of appendicitis.

James B. Woods, of Los Angeles, a well-known saloon man, has filed a petition in bankruptcy, with debts of \$501.

W. P. Lynch and Edward P. Frank opened the Mechanics' Saloon, in Commercial street, September 3.

Dan B. Jerrue, after passing most of the summer at his new place in Avalon, Catalina Island, has resumed charge of the Los Angeles house of D. B. Jerrue & Co., and his partner, William Hevren, has gone over to run the island resort.

Halmer, Dutzler & Co. have opened a pretty house on West Third street. In its finishings the place is particularly novel and is artistic, being in blued Oregon pine.

Will Salter and Charles Salter, the new owners of the Magnolia, at 515 South Spring street, held a successful reception the night of September 17. It would be hard to find two more popular saloon men than "Billy" and "Charlie," and their many friends show their appreciation by their patronage. The reputation of the house and of its goods will be kept up to the standard established by the former firm of Salter & Weber.

Gus Basler, of Basler & Rich, proprietors of the Laurel Palace, in West First street, is suffering much from a rheumatic trouble, and Mr. Rich is running the business most of the time.

M. Ordoqui, well known as proprietor of the Cafe des Alpes, announces himself a candidate for the Council from the Eighth Ward.

Edward Germain has removed his wine store to 635 South Main street.

Ed Halbriter, who has a place of refreshment on West Fifth street, has an automobile and is setting the pace and the fashions. When he goes out in his auto and takes his dog along the animal wears goggles just like a chauffeur.

MORGAN & NEWMARK
LOS ANGELES

Commission Merchants

SOUTHERN CALIFORNIA AGENTS FOR

CALIFORNIA WINE ASSOCIATION
SAN FRANCISCO



Accounts placed in our hands for presentation in Southern California will have earnest attention. We have travelers on the country trade and attend to city personally.

County officials have taken action to prevent the sale of beer at Schuetzen Park, which is just outside the city limits.

The liquor question is playing a particularly prominent part in local politics. This is especially true of the county Supervisors' fight for the question of licensing drinking places in the country, especially along the highways, is said to be involved.

James E. Dunn, proprietor of "Jim's Chowder House," was refused a license for a wholesale liquor house, at 3210 South Main street, an independent candidate for Supervisor, resident in the ward, having taken the aggressive stand against the proposition on the ground that the Liquor Dealers' Association is opposing his candidacy.

In this city the full limit of 200 saloons is now reached. No license in excess of that number can be issued without a repeal of an existing ordinance.

Hans Girth, a brewer from Germany, who was here recently, said in an interview that there is too large a percentage of alcohol in American beer. He says he is giving American beer a fair test, but he finds it inferior to the German article in that it is too strong.

The Old Plantation Distilling Co., Henry Laub, of H. Laub & Co., Louisville, Ky., President, have opened a fine little store on South Broadway, Los Angeles, and are already enjoying an excellent trade in fine bottled and bulk liquors, making a specialty of the best Kentucky whiskies.

Jos. Melezer & Co., did a good stroke of business in remodelling their store, even though at an expense of several thousands of dollars. It is now doing the lion's share of the retail business of that locality and has added immensely to the attractiveness of the store, as it entirely segregates the retail and wholesale departments.

Tax on Alcohol in the Territory of Tepic.

Under date of May 26, 1904, the Federal Government promulgated a decree, to take effect on July 1, imposing a tax of \$1 20 silver, per barrel of aguardiente not exceeding 70 kilograms gross weight, in place of \$2 50 per barrel imposed by the law of May 12, 1896.

Internal Revenue and Customs Rulings.

(824.)

Liability for Sale of Prune Juice.

Special tax liability is incurred by the sale of prune juice or prune extract.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
WASHINGTON, D. C., August 31, 1904.

GENTLEMEN:—In reply to your inquiry of the 23d instant, you are hereby informed that you cannot, without holding the requisite special tax stamp as a liquor dealer under the internal revenue laws of the United States, lawfully sell prune juice or prune extract containing, as you state, "about three per cent of alcohol," even though, as you further say, the "article is not to be sold other than as a supply for bottlers, to be used only as a preparation for coloring."

Respectfully,

JOHN W. YERKES, *Commissioner.*

ALBERT PICK & Co., *Chicago.*

HYDRAULIC WINE PRESSES

ALL SIZES, BOTH HAND AND POWER.
CAPACITIES FROM 25 TO 300 BARRELS PER DAY.

The extra yield of Juice obtained by our presses will pay for a press in time. A custom press is a money-making proposition.

Presses for All Purposes where High Pressure is Required.

CATALOGUE FREE.

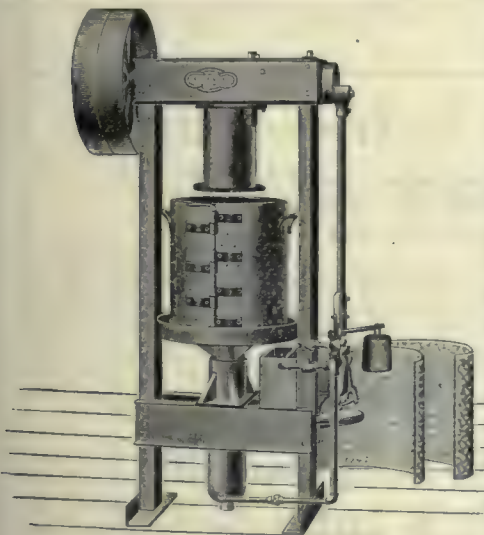
Also Gasoline Engines, Pumps, Steam Engines and Boilers

The Pacific Hydraulic Press Mfg. Co.

113 Sacramento Street

◆◆◆◆

San Francisco, Cal.



Vines and Wines of California.

Andrea Sbarboro in New York "World," California.

AS early as the first settlement by the missionaries in California, who went there to civilize the Indian tribes, the padres discovered that California in soil and climate was the land of the olive and the vine.

The good fathers, who had been accustomed to their flasks of juicy wines at their tables, were not long in communicating this happy tidings to their brethren in Europe, and soon bundles of grape cuttings arrived in California. These were immediately set out in the gardens of their missions, and after a few years these vines produced luscious wine grapes, even superior to those grown in the fatherland. The wine produced was found to be even superior to that in use in Spain.

When gold was first discovered in California and immigration poured into the State from all parts of the world, the Europeans set out grape vines. As early as 1850 small vineyards could be seen in different parts of the State, but it was only in 1860 that wine making for commerce was really commenced.

The first wine-makers of Sonoma, the Napa and Santa Clara valleys were people who came from Italy, France and the Rhine region. The State Legislature made a liberal appropriation to develop the industry.

Colonel Harazthy was sent to Europe for the purpose of bringing to California the choicest varieties of grape cuttings suitable for producing fine wines. The mission grapes introduced by the missionaries were soon supplanted by the Zinfandel from the Rhine, the Reisling, the Burgundy and other fine varieties of grapes imported from France, Italy, Spain and Germany. The quality of the wines thus improved from year to year, both by introducing better varieties of grapes and by the experience acquired by the wine-makers, so that in the year 1870 the large quantity of wines which had been imported monthly from Europe was gradually diminished and supplanted by the use of California wines.

In 1881 was organized by experienced wine-makers the now famous Italian-Swiss Colony, and in less than ten years this corporation sent its wines to the world's exhibition in Europe, where, to the amazement of the Europeans and the great satisfaction of the California wine-makers, California wines were tested side by side with the

fine wines of Europe, received the greatest praises and were awarded gold medals for their superior quality. From that time the wines produced in California were shipped not only throughout the United States, but also to Great Britain, Switzerland, Germany and the Southern and Central American republics.

The quantity of wine which can be produced in California is only limited by the demand. This great State is nearly as large as France and larger than the kingdom of Italy. Its climate and soil are identical with that of the Italian peninsula. It has been proved that every variety of grapes grown in France, Italy and Spain thrive in California just as well, and in some instances better, than they do in the mother countries.

In the northern part of California are prepared the dry wines of Burgundy, Sauternes, Reisling, Sauvignon and Cabernet of France; the Barollo, Barbera, Chianti and Grignolino of Northern and Central Italy. In the central and southern parts of the State the grapes for producing Port, Sherry, Muscat and Marsala thrive just as well as they do in Spain and Italy.

The rich soil of California gives such large quantities of grapes to the acre that the wines can be produced as cheaply as in any part of the world. Therefore, while the quantity of wines now produced in California is only about forty million gallons per annum—France and Italy each produces over one billion gallons per annum—the time is sure to come when the "Golden State" will eventually produce as large a quantity as the largest wine-producing country in the world.

The future of the wine industry of California is assured by the almost unlimited market for its consumption. Expert Cav. Rosatti, of New York, representing the Viticultural Department of the Italian Government in the United States, has reported that the Viti Vinifera (the true wine grape) does not grow in any part of the United States with the exception of the State of California, where, on account of its soil and climate, this famous grape grows as vigorously as in France, Italy and Spain.

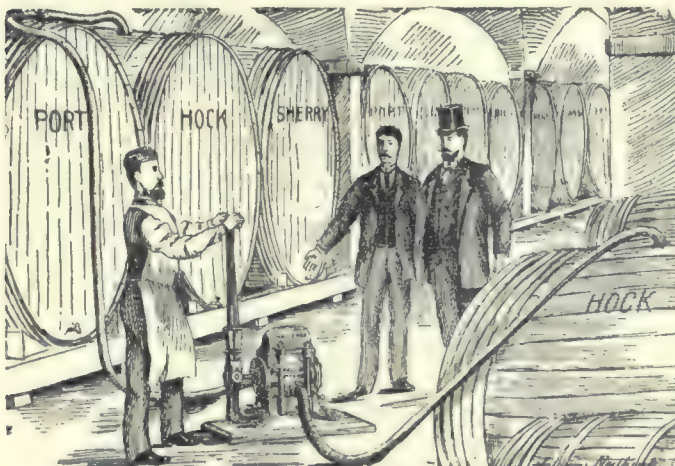
The wine industry has now become of such vast magnitude in the State of California that both the State and the Federal Governments have appropriated, this year, large sums to develop the industry.

Today, in the wine-drinking countries of Europe, there is consumed fifty gallons of wine per capita per annum, while in the United States only one-half gallon per capita is used per annum.

Until recently a prejudice has existed in the minds of the wealthy American people against the use of California wines because it was thought that it was only the proper thing to serve imported wines at banquets at the homes of the rich, but this fad is dying out.

By enforcing the Pure Food Law passed by Congress last year it has been found that more than 60 per cent of the wine imported from

(Continued on Page 64)



CHALLENGE WINE PUMP IN OPERATION

Challenge Wine Pump

Is of great compactness and power for use in wine cellars for pumping from one tank into another

The waterways are large and very direct and the whole pump is so simple that there is no liability to get out of order, and so substantial as to be very enduring. Being compact it is easily removed from place to place. The arrangement of the lever makes it less laborious to work than the ordinary lever. We recommend this pump to wine dealers as the most serviceable pump for their requirements and GUARANTEE them equal in every respect to any pump for this purpose in the market, to work one-third easier and to pump one-third more wine.

WE ALSO CARRY A FULL LINE OF

Wine Hose, Wine Cocks, Tanks, Etc.

Send for Catalogue
Mailed Free

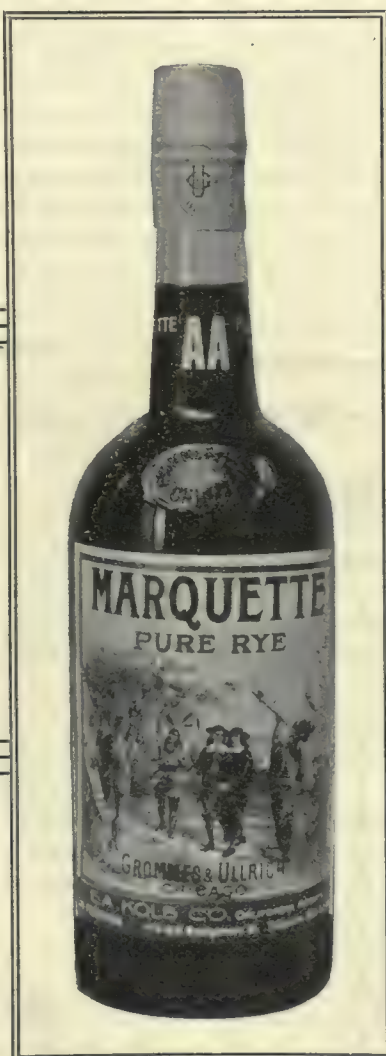
Woodin & Little

312-314 Market St.
San Francisco, Cal.

QUALITY SPEAKS FOR ITSELF



MARQUETTE WHISKY



"FOR THE HOME AND CLUB"

GROMMES & ULLRICH, DISTILLERS, 194 DEARBORN ST.
CHICAGO, ILL.

E. B. CAVANAUGH, PACIFIC COAST MANAGER
No. 8 BEALE STREET, SAN FRANCISCO, CAL.



OFFICES
MONTGOMERY BLOCK, 628 MONTGOMERY ST.
SAN FRANCISCO, CAL.

R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Natividad Cigars.....	1/6 page
Woodin & Little, Wine Pumps.....	1/4 page
California Engineering & Construction Co., Must Pumps, 1/4 page	1/4 page
Ferry Cafe.....	1/8 page
Sherwood & Sherwood.....	1/2 page
E. C. Dake, Advertising Agents.....	1/8 page
J. F. Plumel & Co.....	1/4 page

RE-CONSTRUCTED

A. Vignier Co., enlarged.....	
J. F. Rossi.....	
L. Levy Co.....	
Hydraulic Wine Presses.....	
Southern Pacific Co.....	
Eagle Liqueur Distilleries.....	

State Loses Another Valuable Servant.

WE regret to announce that Professor E. H. Twilight, Viticultural Expert in the College of Agriculture in the State University, has tendered his resignation, to take effect at the end of the present term. Neither this fact nor the reasons for his action have been made public, but it is understood to be due to the unwise policy of the Regents in dealing with the proposed return of Professor Bioletti to the University staff.

When the latter resigned and went to South Africa, Professor Twilight was given his position, salary and authority. Prior to that time Mr. Twilight was an assistant to Bioletti. Instead of continuing Twilight at the head in that line of work, Bioletti was to take a similar position with the same salary. This, it is said, left the question of precedent "in the air," and Mr. Twilight declined to serve under such conditions.

The Regents are certainly open to censure in this matter, for there was undoubtedly some way to avoid such a complication. There is no question of the abilities of Professor Bioletti, but Professor Twilight had developed into a valuable factor in the University and should have been treated as such. His loss to the College of Agriculture was needless, and at the same time is serious, by reason of the fact that there is no available successor. It is understood that Mr. Twilight has accepted a position from a prominent winery in Sacramento.

This is the same old story of crass stupidity in the Board of Regents. They allowed Bioletti to go to the South African government rather than pay him a suitable salary; they lost Professor Crow for the same reason, and now

they are losing Twilight because they exercise neither diplomacy or common sense. It is about time they carefully examined their record in this connection in order that such blunders may be avoided in the future. The viticultural industry is big enough to warrant them in doing so. The Board might begin their reformation by finding some way to avoid the loss of Professor Twilight's valuable services.

Our Wines and French Names.

THE French wine jurors at the St. Louis Purchase Exposition attempted to repeat injustice done American wines at the Paris Exposition, by moving to exclude from competition all American wines bearing French names. The proposition was very properly voted down, as will be seen by the REVIEW's special report, which appears elsewhere in this issue. The plea of the California wine-makers, who were the ones most vitally interested, was that it was necessary to use such names to make plain to the public by means of the label, the variety of the wine. It was also maintained that such labels and brands had the name California prominently displayed, which was sufficient proof that there was no desire to deceive the consumer as to the place of origin of the wine. As this argument was practically unanswerable, the foreign jurors gracefully accepted the situation. This is as it should be.

Professor Husmann Returns.

PROFESSOR GEORGE C. HUSMANN, Viticultural Expert, in charge of the experimental station work of the United States Agricultural Department, has returned to California to resume his work. He spent a couple of weeks in Southern California, where he found vintage conditions extremely unsatisfactory by reason of the recent prolonged hot spell. He is now here ready to take up his investigations. Mr. Husmann has finally appointed as an assistant, G. H. Hecke, of Woodland. Mr. Hecke is considered the most available man for this important position, by reason of the fact that he has not only the technical education, but has had long experience in practical work. Before coming to this country he took five degrees each in the German and English colleges of agriculture and for eleven years has been manager of the Byron Jackson fruit and raisin ranch near Woodland, a position of large responsibility, and which afforded him wide experience that will be of untold value to him in his new line of work. The REVIEW wishes him a full measure of success.

Mr. Husmann outlines his coming work by saying that he is out here to see what needs to be done and to lay out new work.

Wine and Grapes Given Visiting Sir Knights.

A BASKET of California grapes, decorated with native flowers, which, with the fruit, concealed a small bottle of California wine resting on the bottom of the basket, was given to every Sir Knight who called at the California Promotion Committee's headquarters on New Montgomery street. The baskets were made especially for the occasion, capable of containing about eight pounds of grapes.

The bunches, which were selected for the baskets from vineyards throughout the State, included every variety grown in California. The label on the bottle indicated that the wine was given with the compliments of California Commandery No. 1.

Obituary

THE numerous friends of Harry R. Pfuhl will learn with deep regret of his death. He was stricken dead in a hotel in Modesto while playing a game of whist. The cause of death was heart failure. Harry Pfuhl was one of the best known wine and whisky drummers in the country a few years ago, and in his earlier career was quite successful. He did a great deal toward the introduction of the better grades of California wines in glass, being one of the pioneer salesmen in this line. He was a man of pleasing address, a kindly nature and full of energy—a hustler all the time.

Mr. Pfuhl was born in Oster, Germany, 57 years ago, and fate ordained that he should expire on his natal day. He left a widow and four grown children—two boys and two girls. He was a good fellow. Peace to his ashes.

Napa and Sonoma Company's New Home.

THE NAPA AND SONOMA WINE COMPANY are now fairly well installed in their new quarters at Tenth and Howard streets. They occupy the ground floor and basement of the former power house of the Howard Street Cable Company, and when they get thoroughly settled, will have one of the most commodious and well-appointed wine cellars in the city. The establishment comprises handsome and spacious offices, for the President, E. C. Priber, and Secretary, L. Jockers; excellent facilities for the shipping department; a retail department for less than case and gallon lots; a large and finely appointed bottling department blessed with worlds of light. All of these are on the ground floor, with an entrance on Howard street.

The Natoma street side affords exceptional and ample facilities for shipping and receiving goods and there is a large cellar for storage purposes, 80x60 feet. The ceilings are twenty feet high and the cellars are dry and well ventilated. Altogether, the floor space occupies 30,000 square feet.

The company has, in a few years, built up an enviable trade in the best classes of California wines, a fact that is indicated by the circumstance that they have secured the contract to supply all the wines served to the International Peace Conference at the St. Louis World's Fair, as well as upon their special trains. The company are entitled to hearty congratulations.

Future of California Wine Industry.

IT is apparent to any observer in the wine business in this State that the turning point in the road is not far distant, if, in fact, the influence in the new direction has not already set in. In order that the highest grades and best of vintages shall be produced in any quantity it is necessary that the small, independent, home winery shall flourish. The choicest of wines come not from the manufacturer of such products in a large way, but from the small grower who manufactures his own and his neighbor's product according to his own personal methods, and individually and personally supervises the entire process. The small winery must return. The lower grades and cheaper qualities and cargo wines can of course be more economically manufactured and handled in a large commercial

way. The fact, however, that the production of 30,000,000 to 40,000,000 gallons of wine a year for a country having a population of over 75,000,000, will produce, as it has been doing in this State a condition of so-called over-production, and the inability in many instances of manufacturers and distributors to do business at a profit to themselves and the growers, when the conditions of competition from without are as easily overcome as in this case, would naturally lead one to believe that there is something wrong somewhere. It is not the amount of the production but the ridiculously small consumption and the exorbitantly high prices that the consumer has to pay for ordinary wines that make up the marketing problems that are to be solved, and it is along these lines that much of labor and thought can be profitably expended by those interested in the industry from either the producing or commercial side of the business.—*Cal. Fruit Grower.*

Dr. Wiley, Chief of the Bureau of Chemistry of the Agricultural Department, with three chemists, arrived in New York September 6 to establish the pure food laboratory in the Appraiser's stores, in which samples of all the foods, beverages and condiments imported are to be examined to determine whether or not they come to the standard set by the pure food laws. A room has been set aside for the laboratory on the tenth floor of the Appraisers' Stores Building.

Mont Rouge Vineyard

LIVERMORE VALLEY

CALIFORNIA



CHAUCHÉ & BON, - Proprietors

OFFICE AND DEPOT:

17 FIRST STREET

Telephone Main 1514

San Francisco

Vines and Wines of California.

Continued from Page 60.

Europe was adulterated, that many bottles of "wine" had never been near a vineyard, and as Prof. Allen, Secretary of the National Pure Food Association, tersely put it, "the American people have been buying labels."

Now, there is nothing in California with which wine can be made cheaper than by the juice of the grapes; consequently the person who puts a bottle of true California wine on his table is sure that he is paying for the wine and not for the label.

The law passed by the last Congress protects the people from bogus wines from Europe. The Pure Food Law, which has already passed the Lower House of Congress this year, will also protect the public from drinking bogus wines which may have been made in the five-story brick vineyards of some large city of the Eastern States. Heretofore, it has been the custom to brand these bogus wines "California wines," and to put up our fine California wines in bottles with French labels, which were sold at high prices.

The people of Europe, who are connoisseurs of wine, who have no prejudice, but desire to have the best for the money, are becoming large consumers of California wines. The great firm of Grierson, Oldham & Co., Ltd., Waterloo Bridge, London, has introduced California wines throughout the world, sold only in bottles and adapted for their trade, marked "The Big Tree Brand," each bottle being plainly labeled "California wine." These wines, both white and red, are sold for the reasonable price of from two to three shillings per bottle, and they may be found in the wine list of every first-class hotel and club dining room, and on the private tables of wine consumers in the British possessions.

Every drop of the wine contained in these bottles is imported by this enterprising firm from California in barrels. On its arrival it is stored under the vaults of Waterloo bridge, where an immense warehouse has been built. The wine is allowed to rest for months after its arrival. It is then bottled and labelled. Thousands of cases are shipped daily throughout the world.

Wine connoisseurs of Switzerland and Belgium prefer California wines and are willing to pay the higher price for it caused by the expense of freight and duty. Germany consumes a large quantity of California wine and uses considerable of it in blending inferior native wines so as to bring them up to a fairly good standard.

In order to become accustomed to the use of wine children and new wine drinkers should begin by mixing half a glass of wine with half a glass of water. A little sugar for the beginner will perhaps further please the palate. White dry wines are generally used at the commencement of a meal with oysters and fish. Clarets, Burgundy and Chianti should be used with roasts and meats. A little sherry goes well with the dessert, especially where no champagne is served. Sherry wine is also frequently used and highly recommended by physicians to convalescents with a beaten egg. This is also invigorating and good for people of weak constitutions.

In the heat of summer there is no healthier drink than a large glass of wine mixed with aerated water. White wine with aerated water is a pleasant substitute for champagne.

For the curing of colds a hot bowl of water and wine, about half each, with a few cloves, cinnamon and sugar, is recommended.

Sweet wine, such as sherry and port, drank warm before retiring, are also excellent remedies for colds.

The grape-growers and wine-makers of California have the greatest faith in this industry. Already \$100,000,000 has been invested in this enterprise. Vineyards are being set out yearly in most all parts of the State, and wineries are being built with all modern improvements.

Many wineries in California are built in subterranean caves, where the temperature is always equal. In this state may be found the largest wineries in the world, many containing from two to five millions of gallons each.

At the winery of the Italian-Swiss colony in Asti, Sonoma County, which has a capacity of 5,000,000 gallons, may be found the largest wine tank in the world. It contains 500,000 gallons of wine. In this cellar, in 1897, after it was emptied of its contents, a ball took place, at which were invited 200 representative ladies and gentlemen from San Francisco, who danced to the music of a military band inside the wine tank—the first instance of the kind in the history of the world. On the cover of this great tank, which is 84 feet long, 34 feet wide and 25 feet deep, lately stood and were photographed the members of the American Bankers' Association, who visited Asti during their recent annual convention held in San Francisco.

In this same cellar may also be found hundreds of wine tanks containing from 25,000 to 40,000 gallons each, and several tanks made of concrete, lined inside with glass, holding 25,000 gallons each. In these casks are kept for aging the finest wines.

Grape-growing has become a fascinating and interesting industry in California. The profits made by the grape-grower are generally very large. The grape commences to produce a small crop after the third year. At the fifth year it produces a fair crop, and thenceforth an average of five tons of grapes to the acre. The price of grapes has varied in California from as low as \$5 per ton to as high as \$30 per ton, but since the industry has been placed on a paying basis and controlled in part by large moneyed interests the price of grapes may be safely put down at an average of \$15 per ton. This will give the grape grower about \$75 per acre for his grapes, which, after deducting, say, \$15 per acre for working the land, will leave him \$60 per acre net profit.

Entertained at Asti.

CAVALIERE ANDREAS SBARBORO accompanied the members of the Filipino Commission to Asti Sunday morning, a special car having been provided for the visitors. There were thirty-five members of the commission in the party, and others who accompanied the Commissioners were Mr. Watkins, President of the Board of Trade, Mr. Symmes, President Merchants' Association, Associate Supreme Justice F. M. Angelotti and Captain Chas. Baker, of the Quartermaster's Department of the United States Army. A delightful day was spent at the pretty colony grounds and the visitors were greatly impressed with what they saw and learned there.—*Santa Rosa Republican*.

AMERICAN BRANDY

FINEST IN THE WORLD. WHY? BECAUSE GRAPES ARE CHEAPER THAN CHEMICALS IN THIS COUNTRY; *Consequently it Does Not Pay to ADULTERATE.*

THE KIRBY DISTILLING CO. INCORPORATED Fowler, Fresno Co., Cal.

Makes a Specialty of PURE BRANDY, and making NO WINES, has NO WASH OR SOUR WINE TO PUT INTO BRANDY.

OUR STILLS ARE KNOWN AS NUMBERS 263 OR 357 FIRST DISTRICT, CALIFORNIA

These Numbers ARE BURNED on the GOVERNMENT or STAMPED HEAD of EVERY PACKAGE, there being No Other Genuine "KIRBY BRANDY."

Sold Only in Carload Lots to the Trade.

Correspondence Solicited.

VINEYARD AND CELLAR

Mrs. Sarah Smith of Olivina vineyard sold six carloads of wine and a carload of vinegar to Eastern dealers last week. She recently sold fifteen carloads of wine to San Francisco dealers.

It is reported that John Rose has leased the old Must factory building near Geyserville, on the Cummings tract, and will fit up a portion of it with the proper machinery and necessary cooperage.

Santa Rosa.—F. Korbel & Bros.; capital stock \$300,000, subscribed in full, for purpose of manufacturing wines, dealing in real estate and kindred enterprises.

L. Mangels this week started the crushing of grapes at his Solano winery. Mr. Mangels' winery is one of the best equipped in this section, and the goods he manufactures is of the best quality.

P. Maroni, the local contractor, is making great progress with the building of the new Simi winery at Healdsburg. Twenty men are employed on the construction work. The winery will cost \$14,000.

Fred Rossi has leased the McCord cellar at St. Helena, and is having it placed in first-class shape for wine-making. J. C. Money is making the improvements.

The Oliveto winery of Francischini & Lorenzini, at Healdsburg, one of the best equipped in the county, is being improved. A cement floor has been laid and 500,000 gallons of new cooperage has been provided.

Wine-making in a number of cellars has commenced, but generally speaking active vintage work will not begin until next Monday. As far as we have been able to ascertain the price of grapes will be about the same as last year—from \$15 to \$18 per ton.—*St. Helena Star*, Sept. 16.

Mrs. Bridget Richardson has sued the Italian-Swiss Colony in the San Francisco courts for \$25,000 damages for the death of her son, who was asphyxiated in a wine tank while working for the colony in Fresno County in July, 1903.

The will of the late Guiseppi Simi has been filed for probate. The property disposed of by the will is valued at \$110,000, and consists of 248 shares of stock in the Simi Land Company valued at \$24,800; a half interest in the partnership of P. & G. Simi, valued at \$56,999.55.

Among those who inspected the \$550,000 winery at Hookston, Alameda County, were Albert Lachman of the California Wine Association, R. L. Nougaret, Superintendent of the plant, and F. T. Gavin, representative for the association in this county. The committee reports finding everything in first-class shape, and also stated that the plant will be opened for business on the 20th inst.

J. H. Jacobson is preparing to plant twenty acres of resistant vines in his Windsor vineyard.

G. de Latour, who owns the old Charles Thompson place at Rutherford, and which he has converted into one of the finest young vineyards in the valley, has incorporated the property under the name of Beaulieu Vineyard. The stock is practically all held by members of his family, principally by Mr. and Mrs. de Latour, the corporation being formed merely to afford better and more permanent means for carrying on the business.—*Star*.

A dispatch from Healdsburg says that the grape crop in and about that section and, in fact, all northern Sonoma County, is not as heavy in most places as usual, due to the attacks of phylloxera. Most of the vineyardists in that section claim that in ten years there will not be any grapes in that vicinity on account of the unrelenting attacks of the dread disease.

J. Clark Fawver has purchased from George E. Goodman the Eshcol ranch near Oak Knoll, Napa County. Mr. Fawver has been an efficient superintendent of the ranch for a number of years. The property consists of about 300 acres under a high state of cultivation and fine farm buildings, including a large wine cellar. It is one of the most beautiful places in the valley.

LASH'S BITTERS Tonic Laxative

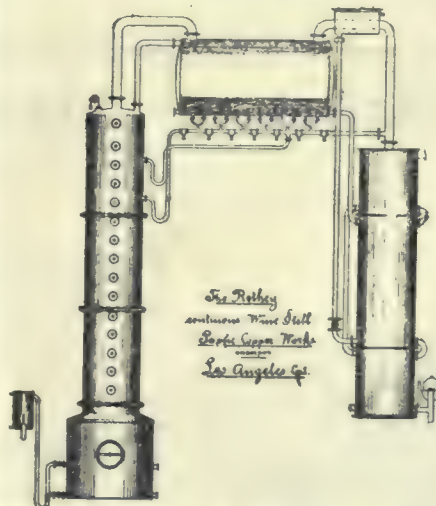
J. J. JENKINS, Pres.

S. F. MACFARLANE, Secy. and Treas.

AUGUST R. RETHEY, Manager.

Pacific Copper Works

INCORPORATED
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Practical
Coppersmiths

MANUFACTURERS OF
Continuous Stills,
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Jacketted Kettles,
Drums,
Finishing Cylinders
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CONTINUOUS STILL

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HOME PHONE EXCHANGE 551
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James P. Edoff, of the house of Dallemand & Co., now of Chicago, but formerly of this city, has gone to the Windy City on a business trip, to be gone a brief time. Mr. Edoff makes his home in California, where he keeps an eye on the business of his house in this territory.

Cartan, McCarthy & Co., of 312 Sacramento street, found business much improved during September, with Castlewood whiskies well remembered. Mr. Frank Cartan has returned from his outing at Vichy Springs, Mendocino County, looking rosy, rugged and ready for business.

Tony Wertheim, the traveling representative of Siebe Bros. and Plageman, 322-332 Sansome street, has returned from a southern trip. He found business exceedingly good, the demand for O. K. Rosedale whisky and the other specialties of the house being even better than was expected.

Messrs. Ferdinand Westheimer & Sons, Cincinnati, St. Joseph and Louisville, are issuing a card entitling the bearer to a souvenir miniature bottle of their celebrated Red Top Rye when presented at their booth in the Agricultural Building at the World's Fair, St. Louis, where the house is making a notable exhibit in keeping with their high standing.

A. L. Dowler, Pacific Coast agent of Clarke Bros. & Co., Peoria, Ill., who distill Clarke's Pure Rye, left on the 17th inst. for a trip through Oregon, Idaho, Montana and Colorado, in the interests of his house. He will return by way of Denver and be absent a month. That he will bring back a fine lot of orders goes without saying, as Mr. Dowler has established an extensive demand for the goods produced by Clarke Bros. & Co.

This is the time when wine pumps are required, and Wooden & Little, 312-314 Market street, this city, are ready to fill all demands. Their Challenge wine pump is the favorite among the wine men of this State, by reason of its superiority. It is of great compactness and power and is especially adapted to the pumping of wine from one tank to another. It is guaranteed to work one-third easier and pump one-third more wine than any other pump in the market. Messrs. Wooden & Little also carry a full assortment of wine hose, wine cocks, tanks, etc. They will be glad to send a catalogue on application.

NEVADA SULPHUR Co.

GUARANTEED

THE PUREST

AND FINEST

SULPHUR IN

THE WORLD

SULPHUR



HORSESHOE
POWDERED

HORSESHOE PEA

CROWN
SUBLIME

NEVADA LUMP

Office, 707 Front Street, San Francisco

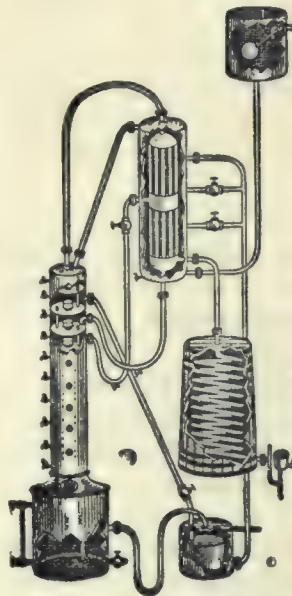
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565-573 MISSION STREET
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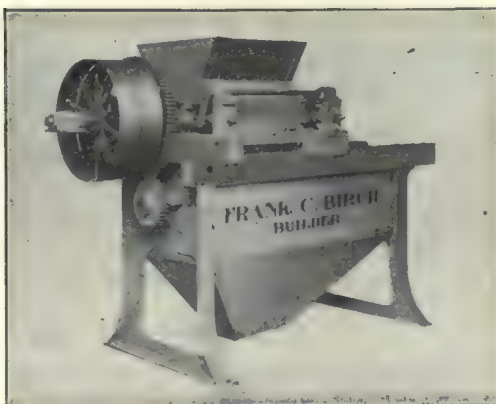


This sketch represents my **LATEST IMPROVED CONTINUOUS BRANDY STILL**. It has the advantage over all others through its simplicity, saving of heat, fuel, water and labor. We also manufacture Pasteur's Wine Filters, and all kinds of Copper and Brass work for Wineries and Distilleries, of the highest standard; also all work for Breweries.

Further Information given upon Application

Gold and Silver Medals awarded at
Mechanics' Fair and Midwinter Exposition

Wine Making Machinery



CRUSHER

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Mechanical and
Consulting Engineer

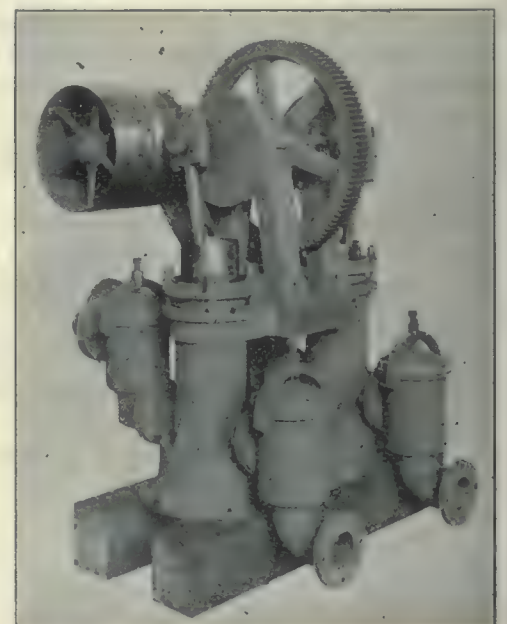
519 Mission Street, Merle Bldg., S. F.

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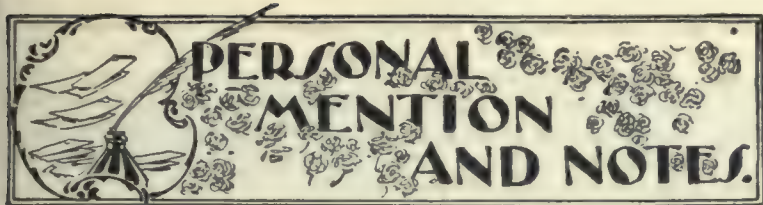
WINE MAKING MACHINERY

Plans and Specifications Furnished
for Plants Complete.

References: California Wine Ass'n, Italian-Swiss
Colony and others.



MUST PUMP



H. L. Rea, manager of the Buneman Mercantile Company, has been in bad health for some time. Too close application to hard work was the cause of his indisposition and he was ordered to take a good rest. Mr. Rea wisely adopted the doctor's suggestion and is now at Lake Tahoe, where he will remain for several weeks. Business with the house is moving along nicely.

Although it was an "off" month, John Sroufe & Co., importers and dealers in fine Kentucky whiskies, 208-210 Market street, found no occasion to complain. W. H. Carroll, their traveling representative in California and Oregon, and J. R. Looseley, who covers the territory comprising Nevada and Arizona, reported business satisfactory, particularly in the latter section.

Business with Theo. Gier Co., of San Francisco and Oakland, has been remarkably good during the past month. In fact, orders have materialized so rapidly that the house has found it difficult to meet the demand promptly. Country orders have been of unusual volume and collections all that could be desired. In short, trade in all lines has been better than for many months past.

Business with Charles Meinecke & Co., importers of fine wines and liquors, this city, assumed a thoroughly healthy tone during the month. One of the features of the demand was the exceptional call for Duff Gordon sherry, a standard favorite with all admirers of a full-bodied, fruity wine, with a delicious aroma. R. B. Hayden whisky made its usual good record and the other leading specialties of the house received proper recognition.

J. Isaacs, of the Grunauer Commission Company, agents for Buchu Gin, returned the latter part of the month from a trip through Oregon, Washington, Idaho, Montana and Nevada. Although it was an "off" month business was unusually good in his line. The company has accepted the agency for Old Joe Gideon pure rye, distilled by Greenebaum Bros., Louisville, Ky., and confidently expects to place it in the front rank of favorite whiskies on this Coast.

Vice-President Chauncy Clarke, of Clarke Bros & Co., distillers, Peoria, Ill., accompanied by his family, arrived in this city in time to attend the Knights Templar Conclave. Mr. Clarke is on his way around the world for recreation. He left for Honolulu on a Pacific liner the latter part of the month. With Mr. Clarke's party was William S. Parry, Secretary and Treasurer of Clarke Bros. & Co. Mr. Parry had what the Frenchman calls "one good time," as all good fellows do who come to San Francisco. It is related of him that in the early part of the Conclave it was suggested by Mr. Dowler, the local agent of the company, that it would be the proper thing to come down to the company's establishment and talk over business matters. "To thunder with business. I'm having too good a time to do business now. It can wait," is said to have been the Peorian's answer—and business did wait.

The walls of the stone winery being built adjoining the present Simi winery, near Chiquita, Sonoma County, will be completed within a couple of weeks. The building will be 85x85 on the inside. P. Moroni of Santa Rosa is the contractor, and he has about twenty men at work on the building. As soon as the building is completed the work of installing the cooperage will be commenced. The capacity of the winery will be about 200,000 gallons, and its cost will be \$14,000.

Barrett's Prune Juice Absolutely Pure.

THE agitation of PURE FOOD LAWS in many States and the probability of the passage of some such Act by the National Congress at Washington, has proved of considerable value to Barrett Company, manufacturers of Barrett's Unrivalled Prune Juice, of New York, who some time ago submitted samples of their product to a prominent analytical chemist, who furnished them with a clean bill of health. He not alone found Barrett's Unrivalled Prune Juice to be free from any substance that would bring it into conflict with the Pure Food Laws of various States, but in addition to styling it as Pure, he recommended it as healthful. As a result, Barrett Company have received a largely increased patronage from States where the enforcement of Pure Food Laws is particularly stringent. So, notwithstanding the objections of the Trade to the passage of the proposed Bill in Congress, "It is an ill wind that blows no one good."

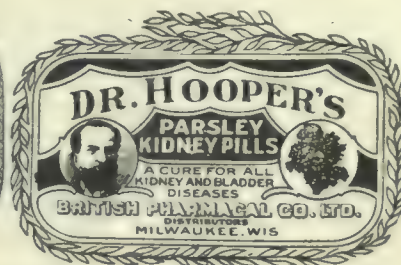
Messrs. Chas. Meinecke & Co., the Pacific Coast distributors for Barrett Company, have also derived benefit through the agitation of the proposed enactment and report a continual increasing demand for Barrett's Unrivalled Prune Juice.

Healdsburg.—Tom Meek has purchased the cooperage and part of the building of the Whitton winery. He will tear down the building and erect same on his place, as an addition to a winery which he intends to build. The cooperage he will install in this winery.

"Drunk For A Penny."

A tavern sign is still in existence that hung before a Boston inn in 1788. Its quaint, faded lettering reads as follows:

"Drunk for a Penny. Dead Drunk for Twopence. Clean Straw for Nothing."



Can You Enjoy a Square Meal?

Do you sit down at the table with a fine appetite intending to enjoy your meal immensely and after a few mouthfuls give up in despair? That's a typical "well along" case of indigestion or dyspepsia. Hundreds, yes, thousands are in the same boat and are willing to do almost anything to be as they used to—healthy, well and strong with a good sound stomach.

The best and quickest cure offered to that big army of sufferers is

Dr. Spencer's English Dyspepsia Wafers

The curing powers of these wafers are very simple to understand. They are natural in their workings and effects, taking up the work of the worn and wasted stomachs, digesting the food thoroughly and completely.

British Pharmaceutical Co., Milwaukee, Wis., Distributors.

Price, 50 cents a Box.

FOR SALE BY

UNION DRUG CO.
San Francisco

Men—Women Children

Weak Kidneys Cured Forever

If you have a pain or dull ache in the back it is unmistakable evidence of kidney trouble. It is a warning to tell you trouble is ahead unless you remedy the cause immediately.

Lame back is only one symptom of kidney trouble. Other symptoms are, being obliged to pass water often during the day and to get up many times during the night, inability to hold your urine, smarting or irritation, passing brick-dust or sediment in the urine, catarrh of the bladder, uric acid, constant headache, dizziness, sleeplessness, nervousness, irregular heart beating, rheumatism, bloating, irritability, worn-out feeling, lack of ambition and sallow complexion.

Hooper's Parsley Kidney Pills are proving to be the most wonderful cure ever gotten out for weak and diseased Kidneys.

British Pharmaceutical Co., Milwaukee, Wis., Distributors.

Price, 50 cents a box.

FOR SALE BY

UNION DRUG CO.
San Francisco

Internal Revenue and Customs Rulings.

(816.)

Distiller's Bonds.

Necessity for increased vigilance on the part of collectors to avoid the taking of worthless bonds.

Collectors are authorized to withhold approval from doubtful bonds when presented.

Treasury Department,
Office of Commissioner of Internal Revenue,
Washington, D. C., August 23, 1904.

Sir: This office has your letters of the 28th ultimo and 1st instant, with copies of letters to you from United States Attorney Moore in regard to a number of bonds of distillers sent him by you for suit, and concerning the advisability of having all such bonds taken with a waiver of the homestead exemption; on the part of the sureties.

I presume there is no question but that a surety on a distiller's bond can claim whatever homestead exemption is allowed him under the laws of the State in which he resides. The oath taken by the individual surety is to the effect that he is worth at least the amount of the bond over and above property exempt from execution under the homestead laws of the State.

If bonds of this class are taken, signed by sureties who have sworn falsely, and by reason of such false statement the bonds are worthless, such surety should be prosecuted criminally. Of course, it would be necessary in such case to prove affirmatively that the surety was not worth the amount claimed when the oath was taken. In my opinion, however, it would be highly advantageous in some such cases to take the course of criminal prosecution of sureties who have sworn falsely and who refuse to settle judgments against their principals.

It appears to this office impracticable to require a waiver of the homestead exemption in such cases. In some States it is unlawful to waive a homestead right, and in nearly all the States the waiver, when permitted to be made, must be concurred in by the wife. This would necessitate much extra work, and, as remarked in some cases, would be against the law of the State.

The matter resolves itself at the last analysis into this proposition, that the responsibility is upon the collector to take only solvent bonds, and he is given authority by section 3260, Revised Statutes, amended, to withhold approval from any doubtful distiller's bond.

The giving of a bond is not a mere form. It means something, and sureties should be taught that fact. Sureties, when executing a bond, are presumed to know the obligations they assume, and to contract with reference to all the provisions of the law. In these days of the prevalence of surety corporations, there is not the same necessity for individual sureties as formerly.

It is not a matter which should embarrass or annoy the collector, if by reason of his doubt as to its solvency he refuses to approve a bond tendered by a distiller, and the latter is thereby debarred from engaging in the business. The first consideration to be regarded is the necessity of safeguarding the interests of the Government, and collectors must realize that they are not at liberty to take whatever is offered to them as a distiller's bond without reasonable effort to ascertain whether it is a solvent bond or a worthless piece of paper.

In turn, collectors must no doubt depend upon their local representatives for such information, and they should hold them to strict accountability.

It is evident from the number of distillers and sureties who have been found execution proof that there has heretofore been too great laxity by collectors in taking bonds. This office will expect an improvement in this regard from this time forward.

Respectfully,

ROBERT WILLIAMS, JR.,
Acting Commissioner.

Mr. Park Agnew, Collector Sixth District, Alexandria, Va.

(822.)

Manufacturers of wine using a filter.

Manufacturers of wine who do not deal in distilled spirits or other alcoholic liquors are not required to pay special tax as rectifiers for having on their premises a filter used only in the mechanical clarification of wine.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., August 31, 1904.

SIR: In reply to your letter of the 27th instant, you are hereby advised that a manufacturer of wine who sells his wine strictly within the terms of the exempting provision of Section 3246, Revised Statutes, and does not deal in distilled spirits or other alcoholic liquors, and, therefore, does not hold a special-tax stamp as a liquor dealer under the internal revenue laws of the United States, is not required to pay special tax as a rectifier for having a filter on his premises and using it only in the mechanical clarification of his wine by the removal of extraneous substances floating therein.

Respectfully,

JOHN W. YERKES, Commissioner.

MR. W. T. MINUSE, New York, N. Y.

Sonoma County Grape Lands.

ACCORDING to the figures shown by County Assessor Frank Dowd's assessment, there are 450 acres of bearing table grapes in Sonoma County and 150 acres not bearing. There are 16,850 acres of bearing wine grape vineyards and 1,170 non-bearing. Of the wine grape vines 520 acres are under one year old, 650 under two years, 540 under three years and 810 acres under four years.



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VOL. XLVI.

SAN FRANCISCO, OCTOBER 31, 1904.

No. 12



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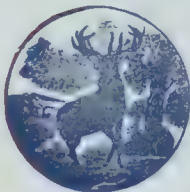
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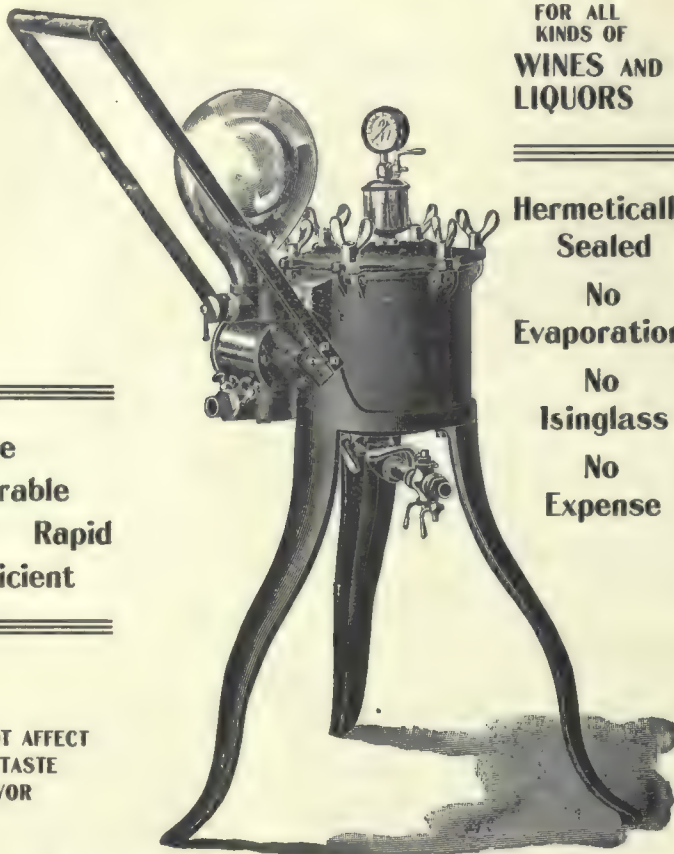
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ORGAN OF THE WINE, SPIRIT AND BREWING TRADE OF THE PACIFIC COAST.

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The PACIFIC WINE AND SPIRIT REVIEW is the only paper of its class West of Chicago. It circulates among the Wholesale and Retail Wine, Spirit and Beer Dealers of the Pacific Coast, the Wine Makers and Brandy Distillers of California, the Wine and Brandy Buyers, and the Importers, Distillers and Jobbers of the United States.

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with Hilbert Bros., Importers.

MARKET CONDITIONS.

DRY WINES:—A marked transformation has taken place in the wine industry since the preceding issue of the REVIEW. At that time there was full promise of a vintage of not only good volume but of exceptional quality. but Jupiter Pluvius was not well disposed. The second storm he sent did great damage in all important producing districts and upset the calculations of all concerned. The evil worked both ways, affecting quantity as well as quality. However, there was plenty of good, sound full bodied wines made, notwithstanding the destructive down-pour, and these can be used to bring the lighter wines up to a proper standard. Eastern buyers who figured on enjoying a slump in the prices of merchantable wines, will find it necessary to readjust their plans, certain it is there will be no slump. On the contrary prices will be maintained firmly, and the sooner this is understood, the better for the jobber who needs the goods. In short the situation is vastly changed for the better, so far as the market is concerned, and the future can be looked forward to with confidence.

Trade during the month was of fairly good volume, but far below the figures for the same period of last year. Exports by sea aggregated 343 cases and 667,299 gallons, valued at \$230,807. Receipts of wine from interior cellars during the month totalled 1,171,780 gallons.

SWEET WINES:—The market holds good and firm, reports from the East being of an encouraging nature. Those looking for concessions find they are wasting time, as none are to be had. It is evident the reaction in this line is not far distant. Production in the month of September was quite active. The total output in the two districts in that month was 2,846,042 gallons, of which the greater part was port.

BRANDY:—Conditions are sluggish, buyers not appearing to take any particular interest in the market. For young goods there is merely a nominal inquiry, and this remark may be applied to older distillates. A month ago all signs pointed to an unusually large production of brandy, but reports at this writing indicate that there will be no abnormal distillation. It seems the speculators do not feel justified in taking the risk. This serves the market a good turn.

Exports were very small. Receipts from the country aggregated 66,900 gallons. Production in the two districts in September, was 15,632.4 gallons.

WHISKY:—Trade conditions improved steadily throughout the month, a number of the leading houses reporting business good. This applies to the country. The retail liquor business of San Francisco, continues to be decidedly "off." General conditions in town are excellent, and the outlook is really bright. The only satisfactory reason given for this anomalous condition, is the interminable strikes of the past year, that have wiped out the savings of the trades union people and forced them to economize to the utmost extent. Hence the slow trade of the saloon man. Exports were nominal, the items being 1,452 cases and 2,376 gallons, valued at \$13,417. Imports

were heavy, especially in case goods, the total being 2,448 cases; there were also 250 barrels and 5 casks.

Of miscellaneous liquors the exports were 1,351 packages, of the value of \$13,629.

IMPORTATIONS:—Business with the importers was reported as of fair volume only, and not up to the expected figure. Still this branch of the trade did not suffer, and there is no doubt that with the advent of the holiday season, business will advance to the active line. Imports during the month were of fairly good volume. Among the principal items were: Wine, 431 cases and 80 casks, vermouth 2,200 cases, absinthe 515 cases, whisky 2,448 cases, 250 barrels and 5 casks, beer 435 cases and 135 barrels, gin 90 cases and 40 octaves, liquors 14 cases and 13 barrels, mineral water, 1,372 cases.

BEER:—The usual seasonal quietness characterizes the trade. However, the popular brands have enjoyed a prosperous season, and the brewers thereof can afford to await the return of the balmy days of spring and stein. Exports for the month were of fair volume, the figures being 2,544 packages, valued at \$18,881. Imports were 435 cases and 135 barrels.

New York Wine Market.

Owing to the unsettled conditions in California, business in sweet wines has remained exceedingly quiet.

It looks, however, as if the worst was over; the adverse weather early in September, when the vintage was reduced about twenty-five per cent, and the going out of existence of the Raisin Trust, has helped very much to clear up the situation.

Most of the low offers for sweet wines on the Eastern markets have already been withdrawn. The dry wines have not been affected by the decline of sweet wines, and business in them has continued to be quite fair.—*Bonfort's*, October 10th.

There has been more demand during the past two weeks for wines of all sorts, but the trading in wines has not as yet resumed the healthy appearance usually noticed at this time of the year. The dealers seem slow to realize that much of what has been said about unsettled conditions in California was but talk and does not go for much when they are in the market to buy, and they are surprised when they cannot get any larger concession than that agreed upon some time ago of 2½ cents on sweet wines, and when they are obliged to pay full prices for dry wines.—*Bonfort's*, Oct. 25.

Wine and Brandy Receipts.

The receipts of wine and brandy from interior cellars during the month of October were: Wine, 1,171,780 gallons; brandy, 36,900 gallons.

American Whiskies in Bond.

The quantity of American whiskies and spirits remaining in bond in San Francisco on September 30, 1904, was 167,687 tax gallons.

WINE SHIPMENTS BY RAIL AND SEA

(Fiscal Year Ending June 30, 1904.)

THROUGH the courtesy of the Southern Pacific and Santa Fe Railway officials, the REVIEW is enabled to present the regular statistics showing the shipments of wines and brandies out of the State by the various lines during the fiscal year ending June, 1904. Owing to the enormous amount of work the railroad statisticians were burdened with, the compilation of the figures was delayed one month, but, in this case it is most certainly better late than never.

The totals contain some surprises, agreeable and otherwise. In the shipments of case wines by rail, there is a heavy falling off from last year. However, the trade had good reason to anticipate this condition. On the other hand, the shipments of bulk goods by rail showed a slight increase. Exports by sea made a much better showing, wines in glass recording an improvement, but falling far below the figures of 1902. As against this, the movements of bulk goods by sea showed an increase of nearly a million gallons, the grand total being 17,984,747 gallons. This is the record in the exports of bulk wines from this State for any fiscal year. The figures follow:

WINE SHIPMENTS BY RAIL.

(Fiscal Year Ending June 30, 1904.)

Cases	34,085	Gallons	11,120,441
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(Fiscal Year Ending June 30, 1903.)

Cases	50,831	Gallons	11,081,441
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(Fiscal Year Ending June 30, 1902.)

Cases	56,139	Gallons	10,812,400
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GRAND TOTALS BY RAIL AND SEA.

(Fiscal Year Ending June 30, 1904.)

Cases, by rail	34,085	Gallons, by rail	11,081,441
Cases, by sea	5,221	Gallons, by sea	6,864,306
	39,306		17,984,747

(Fiscal Year Ending June 30, 1903.)

Cases, by rail	50,831	Gallons, by rail	11,081,441
Cases, by sea	4,917	Gallons, by sea	5,973,508
	55,748		17,054,949

(Fiscal Year Ending June 30, 1902.)

Cases, by rail	56,139	Gallons, by rail	10,812,400
Cases, by sea	8,766	Gallons, by sea	6,577,893
	64,905		17,390,293

THE exportation of brandy by rail and sea, made a very satisfactory showing. Shipments both by sea and rail represented an increase of about one-third. The totals by rail were 8,087 cases and 667,301 gallons. In the preceding year the figures were 4,599 cases and 641,504 gallons. Brandies in glass by sea, totalled 845 cases, as against 580 last year. The exports of bulk brandies by sea were more than double those of the last fiscal year. The grand totals show 8,932 cases and 747,005 gallons, bulk. The details follow:

BRANDY SHIPMENTS BY RAIL.

(Fiscal Year Ending June 30, 1904.)

Cases	8,087	Gallons	677,301
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(Fiscal Year Ending June 30, 1903.)

Cases	4,599	Gallons	641,504
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(Fiscal Year Ending June 30, 1902.)

Cases	3,004	Gallons	680,596
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GRAND TOTALS BRANDY EXPORTS.

(Fiscal Year Ending June 30, 1904.)

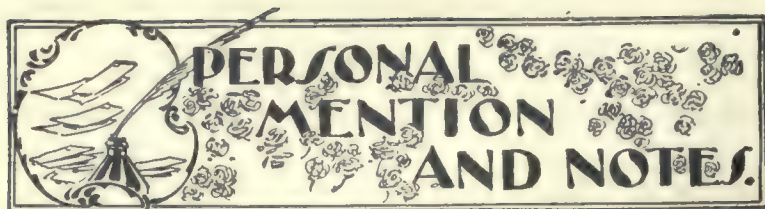
Cases by rail	8,087	Gallons, by rail	677,301
Cases by sea	845	Gallons, by sea	69,704
	8,932		747,005

(Fiscal Year Ending June 30, 1903.)

Cases, by rail	4,599	Gallons, by rail	641,504
Cases, by sea	580	Gallons, by sea	31,642
	5,179		673,146

(Fiscal Year Ending June 30, 1902.)

Cases, by rail	3,004	Gallons, by rail	680,596
Cases, by sea	172	Gallons, by sea	11,102
	3,176		691,698



Moët & Chandon, White Seal, is now being used in all the leading social functions. Recently it was the wine at the B'nai B'rith banquet at the Palace, also at the banquet given to Captain Baker, U. S. A., at the St. Francis, and at the fashionable Gerstle wedding.

Bob. Kern, of the Bouquet, opposite the Palace Hotel, returned from a trip to New York and the St. Louis Exposition, on the 27th of the month. He had a very enjoyable time and reached home in fine health and spirits. He found that his able staff had conducted his extensive business in a highly satisfactory manner.

C. H. Hilbert, of the Hilbert Mercantile Company, has gone East on a business trip. He will visit New York, Boston, Philadelphia, and then take in the Exposition at St. Louis, visiting Chicago on his return home. Mr. Hilbert will be absent about three weeks. The house reports business good in all lines.

California Fig Bitters are steadily coming to the fore and proving their merits wherever introduced. They are a positive cure for constipation, and those who take the bitters regularly, need have no fear of the dread appendicitis. California Fig Bitters are pleasant to take and leave no bad after effect. The factory is at 635 Valencia street, San Francisco.

Mr. Alex Semple, Vice-President of the C. P. Moorman Co., Louisville, distillers of the famous J. H. Cutter whisky, arrived in the city a few days ago. He is here for the purpose of settling some important business in connection with the Coast business of the house. J. H. Cutter whisky is enjoying a great demand here, the agents, Messrs. Sherwood & Sherwood, finding it difficult to fill orders promptly. Mr. Semple will remain here about five weeks.

Chauche & Bon, 17 First street, report business fairly good and are surprised somewhat, that it should hold up so well during the exceptional dull season that is now passing away. They are of the opinion that trade will be in normal condition at a not far distant date, and feel sure of getting a goodly share of it. The Mont Rouge wines, made by Chauche & Bon, won a gold medal at the St. Louis Exposition.

Louis Melczer, of the Melczer Bros. Company, Phoenix, Arizona, was in the city during the month on matters connected with the affairs of the company. He reported business improving in his section of the country and looks for better times. Business with the company's San Francisco house was good during the month. Their Claigmoor rye and Ashborne bourbon, are growing in popularity in a very satisfactory manner. They have the quality and that is a large part of the battle for public favor in these days when men have learned to discriminate between good and bad liquors.

A. L. Dowler, manager of Clarke Bros. & Co.'s Pacific Coast branch, 525 Sacramento street, this city, returned recently from a lengthy trip throughout the Northwest. Mr. Dowler has been covering that route for the past fourteen years, and on account of slack conditions here, postponed his trip a month. Greatly to his surprise he found business active in his line. In short it was the most successful trip he ever made through that section. As to the future, he says the whole country is for Roosevelt and four years more of prosperity.

Ernst Schraubstadter, of A. Finke's Widow fame, returned from an extended trip throughout the East the latter part of the month. He visited New York and all the large Eastern cities, in the interests of his wines, and met with very gratifying success. He spent three weeks at the World's Fair and had a most enjoyable time. Returning home Mr. Schraubstadter visited the Yellowstone Park and viewed its wonders. He arrived here in time to hear that his house had won a gold medal at the Exposition for their wines.

In the September issue of the REVIEW, in speaking of the qualities of the celebrated "Natividad" cigar, it was stated that it was a native product, made from Havana seed. By native product, we meant that the cigar was made in this city, but we were in error as to the material of which it is manufactured. The Natividad cigar is made from the very best quality of Havana tobacco, D. Frankel, President of Frankel, Gerdt & Co., manufacturers, visits Havana twice each year and personally selects the stock. Being an expert he gets the best. Mr. Frankel returned from Cuba quite recently, having purchased a large quantity of tobacco of exceptional quality. The company puts out the best 12½ cent cigar on the market. Aside from the fact that it is a home product, the pay roll of the company in wages, is over one thousand dollars a week. That kind of enterprise deserves especial encouragement. Therefore when you want a good cigar call for Natividad.

Thomas Casalegno, a well-known vineyardist of Evergreen, who owns a beautiful young vineyard in the eastern foothills of Evergreen has improved his large winery by putting up new machinery, which was ready for this year's crop.

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Purity and Adulteration in Native Wines

Address by PERCY T. MORGAN President of the California Wine Association, at the International Pure Food Congress, St. Louis, September, 1904

IN speaking to the subject assigned to me by the Committee it may not be amiss to give a short historical sketch of Grape Culture and Wine Making in the United States, in order to demonstrate the importance of the Native Wine Industry and the necessity for its protection from spurious or adulterated products.

Almost five centuries before the discovery by Columbus of the American continent early Scandinavian navigators visited the eastern shores of what are now the United States, and finding grapes growing in great abundance, named the country "Vinland."

Wines were produced in considerable quantities from native grapes in Florida as far back as 1564, according to the testimony of Sir John Hawkins. Amadas and Barlowe, who visited North Carolina in 1584, were so impressed with the luxuriance of the growth of the vines that one of them wrote that he found the land "so full of grapes" that "I think in all the world the like abundance is not to be found."

During the French occupation of Louisiana, history records that the wine production reached such proportions that the government becoming alarmed for its domestic trade forbade its manufacture in the colony.

About 1630 the "London Company" sent French vignerons to Virginia to cultivate imported vines, Lord Delaware having enthusiastically recommended the experiment.

Almost all the early attempts at viticulture were directed to the introduction of vines from Europe, until Nicholas Longworth, who might be called the "father of the Native Wine Industry," in 1850, after experimenting with foreign varieties along the Ohio River for thirty years, gave up the attempt to grow them, and remarked:

"If we intend cultivating the grape for wine we must rely only on our native grapes and new varieties arising from their seed."

Mr. Dowrey in 1851 also stated in the *Horticulturist* that:

"The introduction of European vines into America for cultivation on a large scale is impossible. There is first a season or two of promise and then a complete failure."

When the above testimony was given, the Pacific Slope was practically an unknown country, having only recently become part of the United States. The gentlemen above quoted were, therefore, unaware that vines from Spain were successfully introduced into Mexico in the sixteenth century, and that when Franciscan monks, under Father Junipero Serra, established in 1769 the first California mission at San Diego, they brought with them cuttings of the *Vitis Vinifera* from which they propagated the Mission Grape, pioneer of the California Wine Industry.

It was not until the early '40's that the Wine Industry in the Eastern and Southern States commenced to assume commercial proportions, though Volney testifies to having tasted, in 1796, wine made at Gallipolis, Ohio, and there are records to show that grape growing was carried on about this time in Pennsylvania, Kentucky, Virginia, Maryland, Illinois, North and South Carolina, and a little later in New York and the District of Columbia.

The early efforts having resulted in comparative failure, through the attempt to propagate imported vines, earnest attention was turned to the improvement of the native varieties. When Major Adlum first brought the Catawba grape prominently to notice in 1824 he sounded the tocsin of the Native American Wine Industry.

The transactions of the "Cincinnati Horticultural Society" show that great interest was taken in viniculture even in the '30's, when annual wine exhibitions were held and premiums awarded, and so much

was thought of the region as a wine growing section that the Ohio River was designated the "Rhine of America."

From the Fox, the Cape, the Catawba, Ives Seedling and Norton Seedling have sprung nearly all the Eastern wine bearing varieties, of which more than fifty are now in general use.

In the South, among many other varieties, the Scuppernong grape is largely cultivated, and a "Mother Vine" still exists which was planted on Roanoke Island, North Carolina, in the days of Sir Walter Raleigh.

Around the Scuppernong vine is entwined a romance of early times in America, which has been immortalized by Sallie Southall Cotten in the "Legend of the White Doe," which purports to relate the fate of Virginia Dare, the first white child born of English parents on the soil of North America, whose disappearance, together with that of an entire party of colonists, is a mystery which history has not solved. The legend runs that this beautiful young girl was turned by Indian sorcery into a white doe, which, being shot by a silver arrow, returned to human form, and dying, her heart's blood fertilized a seedling vine, the fruit from which yielded a deep red wine instead of the white juice usual to this grape.

"And the tiny shoot with leaflets, by the sunlight warmed to life,
"Was the Vine of Civilization in the wilderness of strife."

The production of still wines of distinctive types has reached very considerable proportions in the Eastern and Southern States. A trade of many million gallons per annum has been created in wines, principally under individual labels, named after the grapes from which they are derived. Many of these wines are of excellent quality and have received substantial recognition at domestic and foreign Expositions, including Paris, 1900.

Few realize the enormous growth of the American Sparkling Wine Industry. Since Nicholas Longworth in 1842 announced that he had "by chance" produced a wine naturally fermented in the bottle, the output has increased from year to year, but more rapidly in the last decade, until at the present day the consumption of wine made after the champagne process from native American grapes equals approximately one-half of the quantity imported from abroad; in other words, almost one-third of all the Sparkling Wine drunk in the United States to-day is produced from American grapes, and this ratio is constantly increasing. How much enterprise and energy, coupled with extensive advertising, has brought about this splendid result, only those can tell who have fought the battle against the natural predilection in favor of imported champagnes.

The American product has a characteristic flavor extremely pleasant to those who are accustomed to drinking it. In point of sparkle, finish, bouquet and general excellence the native wine can to-day bear very favorable comparison with the imported article, as an evidence of which may be cited that American Sparkling Wines were awarded both gold and silver medals at the Paris Exposition of 1900.

In California the *Vitis Vinifera* immediately found congenial surroundings, and for the last fifty years viniculture has been a leading industry of the State. Numerous varieties of foreign grapes are cultivated. In one vineyard cuttings from the celebrated Lafite Vineyard are growing, the grapes from which produce a very high class wine. Wild grape vines are also found indigenous to the soil of California, and grow luxuriantly along the streams of almost every county, but so far native stocks have not been employed for wine grape culture.

Upwards of two hundred and fifty thousand acres are devoted to grape culture for wine and raisins, and the investment in these industries in California aggregates over eighty million dollars.

The vintage of 1902 yielded about forty-five million gallons of wine, and the average annual production is not far short of thirty-five million gallons, of which about two-thirds are dry white and red wines, and one-third sweet wines.

The climate of California permits of the production of wines, bearing a close resemblance to European types, which are largely consumed with ever increasing favor all over the United States, in Mexico, Cen-

tral and South America, the Hawaiian Islands, China, Japan, and other Oriental countries, as well as Great Britain, and even on the continent of Europe.

California Wines have taken gold medals at many International Expositions, the most recent foreign recognition being that accorded in Paris in 1900, when four gold, nine silver and nine bronze medals were awarded by the jury.

Grape culture is carried on to a greater or less extent in more than two-thirds of all the States and Territories of the Union. Measures which tend to the uplifting of the Wine Industry should, therefore, in the interest of their constituents, be a subject for the solicitude of a great majority of the members of both Houses of Congress.

It is in domestic consumption than an industry must find its great prosperity. France, typical as a wine producing country, despite her great home production, imports on the average almost four times as much wine as is exported.

Americans are not wine drinkers in the same sense as the French, the Italians and the Spanish, who consume annually almost fifty times as much wine per capita as the people of the United States. While it is gratifying to note that over ninety per cent of the wine consumed in the United States is domestically produced, the fact is rather discouraging that only one-half gallon of wine per annum is drunk per capita against one and one-half gallons of distilled liquors.

That the habitual drinking of pure wine, as practiced in European countries, is conducive to temperance, and not, therefore, to be classed with intoxicating liquors in general, is a generally acknowledged fact, which; in early days, was testified to by no less a personage than a President of the United States, the great Thomas Jefferson, who remarked:

"I rejoice, as a moralist, at a prospect of a reduction of the duties on wine by our National Legislature. It is an error to view a tax on that liquor as merely a tax on the rich. It is prohibition of its use to the middling classes of our citizens, and a condemnation of them to the poisons of spirits, which is desolating their homes. NO NATION IS DRUNKEN WHERE WINE IS CHEAP; AND NONE SOBER WHERE THE DEARNESS OF WINE SUBSTITUTES ARDENT SPIRITS AS ITS COMMON BEVERAGE."

The evils following an unstinted and excessive use of coffee and tea are little realized, and if this could be partly or largely replaced by a consumption of pure, light native wines it would redound to the benefit not only of the people at large in healthfulness, but to the increased profitable occupation of large acreage of land, and the establishment of happy and prosperous homes thereon; and also to the greater prosperity of transportation companies in freight on many carloads of wine, where they now carry only pounds of tea and coffee.

A dissertation on the Native Wine Industry, detailing conditions of production in the various localities and the variety of wines in each district, would consume many hours. Realizing, therefore, that the time allowed to each speaker at this Convention must necessarily be short in order to give opportunity for discussion of the many important topics before it, I will turn to subject matter which is perhaps of most interest to those here assembled.

Taken as a general proposition, the wines of native production offered to the consumer in the United States compare very favorably in purity with those of any country in the world, and the great percentage are absolutely pure.

Grapes in the wine producing sections can, as a rule, be grown in sufficient quantities and at a cost which offers little inducement for the use of adulterants to increase the volume. In fact, in the largest native wine producing center it is frequently a question of how profitably to distribute the generous yield of certain seasons. This, it is true, would be easily solved if laws could be passed limiting or prohibiting the marketing of wine until it has reached a certain period of maturity. It is the competition of immature wines of a succeeding generous crop that often destroys or injures the value of previous maturing vintages.

Holders become nervous for their market, and a panicky feeling sometimes ensues, which impels them to attempt to force their product on the market at a greater rate than consumption will warrant.

The Native Wine Industry will never attain its proper prominence until the public has the opportunity of judging the true merits of the best wines through selected vintages carefully matured and bottled at originating cellars, whether these be cellars of individual vintners or of large central handlers, like those of Bordeaux, having the opportunity of picking out suitable wines throughout a region for properly aging, and able, like the great French houses, to guarantee under standard labels the quality and maturity of the wine and to stand or fall by the public approbation or disapproval of any deviation from a given standard.

Such wines, of course, will have to command an adequate price to compensate for all the care and attention necessary, and will not, therefore, in any way come in competition with the cheaper wines.

The use of sugar to strengthen musts, which from climatic or weather conditions have not attained the necessary degree of sweetness to produce by fermentation an adequate alcoholic strength for the proper preservation of the wine, is practiced pretty generally all over the world. In some countries it is, under proper restrictions, permitted by legislative enactment. It would perhaps, therefore, be unjust for one section, blessed by Nature with a benign climate which seldom fails to properly mature its crops, to endeavor to force upon another less favored section any unfair legislation; but great care must be exercised that privilege shall not degenerate into license, and while restrictive measures should not be carried to the extent of preventing the artificial strengthening of grapes which are too low in natural sweetness to admit of their being made into wine, it is nevertheless not only necessary that the law should designate what kind of sugar shall be used, and to what extent, but that wines which are wholly or in part derived from glucose and contain antiseptics and artificial coloring should be plainly so designated upon the casks and bottles.

It is not claimed that glucose is unhealthful, for being a vegetable product, carefully extracted by the most modern and approved methods, it will probably bear favorable comparison with sugar produced from any other source; but its use under the general designation of WINE—of which the meaning, according to Webster, is

"The fermented juice of the grape,"

would soon render unprofitable the great vineyard investments of this country, from the fact that alcohol can be produced from the fermentation of glucose at probably one-fifth of its cost when produced from grapes.

Let each stand on its own merits. Let grape wine be marked and sold as WINE, and glucose be marked and sold as a corn product; or, if mixed, let this fact be plainly apparent to the consumer, and then if he prefer the corn or the mixed product to the pure wine the law will have done all that can reasonably be asked by the producer of grapes.

It is possible, as has been suggested by the eminent advocate of pure food legislation, who is now Chief of the Bureau of Chemistry of the United States Department of Agriculture, that deficiencies in Grape Must in one section of the country might be supplemented by the use of concentrated sugar produced from the grapes of a more favored section, so that the use of either cane or glucose sugars in pure wine in this country might be entirely dispensed with, and that pure wines so designated shall cover only the pure product of grapes, unadulterated by any foreign substance.

This would place our Native Wines on a high plane, and we could challenge comparison with all the world, for if wines contained no added substance, nothing but the naturally matured article could be marketed as pure; and immature, adulterated or sophisticated wines could no longer sail under false colors.

The greatest sufferer from spurious or adulterated wines must necessarily be the wine producing center the most remote from the great consuming markets, for freight on the wine and the extra cost of



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cooperation may almost equal the cost of growing the grapes. When stretching or adulteration is practiced near the centers of consumption such so-called wines can be, and often are, offered at prices which make it impossible for the distant grower to profitably compete.

The curse of the wine business to-day, in common perhaps with other industries, is the cry for cheapness. The trade seldom asks, How good is your article, but how cheap is it? The cheapest wine cannot be really good, for the costs of properly maturing and handling are great and inexorable. Immature wines, and so-called wines which have only a sort of relationship to the grape product, make fierce competition for the honestly matured and wholesome article.

Handlers who wish nothing but the best—and to their credit be it said there are many such—get disheartened when they see their neighbor taking advantage of an indiscriminating and trusting public, and waxing rich selling wines at prices which spell penury for the more conscientious dealers.

The question which now confronts us, therefore, is, shall QUALITY prevail or shall cheapness rule? It is you, Gentlemen of the National Association of State Dairy and Food Departments, who can influence the answer to this question.

Shall the enactment of such National Legislation be encouraged, as will supplement the existing very generally excellent State laws to enforce the labeling of an article, whether it be in barrels or in bottles, for what it actually is, and not for what the distributor chooses to say it is? Shall the public be entitled to truthful representation, or shall the edict of Barnum that "The public loves to be humbugged," be the watchword?

In this connection it is well to mention that in order that laws be respected the responsibility of analysts must be unquestioned. Instances have occurred where an absolutely pure article has been branded as impure and dealers put to humiliation and expense through

inexperience in wine composition and analysis on the part of chemists to whom samples have been submitted. Such occurrences tend to bring upon Pure Food Laws opposition and antagonistic comment. No article should be publicly condemned without previous right of appeal, to a disinterested tribunal, preferably the Bureau of Chemistry of the United States Department of Agriculture, which should be made the Supreme Court for Pure Food Decisions.

It is frequent gatherings, such as this distinguished company here assembled, which are needed to arouse the public sentiment of customers to demand what they pay for, namely, THE BEST, under labels guaranteeing purity and maturity. If the consumer really desires the cheapest, without regard to quality, the fact should stare him in the face daily in the label on his bottle, but the masquerading of immature or fake wines under the guise of a good, honest article should be stopped by the strong arm of law, judiciously and equitably executed.

When this is accomplished a discriminating taste will be rapidly awakened among consumers, which will increase ten fold the present consumption of honest, pure, healthful wines.

The security of investments in vineyard property will then be assured, and fluctuation in prices which now cloud the enterprise be avoided; and, relieved of the incubus of cheap goods masquerading under standard quality labels, the Native Wine Industry will go forward by leaps and bounds.

I wish, in conclusion, to acknowledge the courtesy and kindness of Mr. Paul Garrett, of Norfolk, Virginia, in furnishing statistics and valuable old records for my use; and also of many other Eastern Wine Makers who have courteously answered inquiries on matters relating to their districts; my thanks are also due to Mr. E. R. Emerson, who, sometime ago, kindly sent for my perusal his work, "The Story of the Vine," all of which have been of material assistance to me in preparing this paper.

Milwaukee Correspondence.

MILWAUKEE, Wis., Oct. 22.—Wood alcohol as the principal ingredient in making cheap whisky is believed by the health department officials to be employed by the Milwaukee "barrel house" dealers in their private preparation of the stuff sold in consideration of the modest sum of six and one-half cents per half pint. The subject was brought up in connection with the reports from New York regarding wholesale deaths of persons drinking such stuff.

As the manufacture of "wood alcohol whisky" is contrary to the United States Revenue laws, great secrecy is maintained in the preparation of the drink. Local physicians agree, however, that it is highly probable that this "whisky" is prepared in the same manner, no duty being paid.

"There is little doubt that wood alcohol is used in the manufacture of cheap whisky in this city," said City Chemist Fiedler. "I have treated many cases where I believe the patient was a victim of wood alcohol poisoning. Many inducements are offered for preparing the stuff, as it can be compounded cheaply and with little danger of detection. Alcohol, burnt sugar, molasses, pepper, vinegar, and plenty of water are the principal ingredients in the drink. Then it is retailed at almost nothing to patrons of the 'barrel houses' who usually are so little used to good whisky, that they find the drink an excellent means of alleviating their thirst."

Wholesalers also admit that something of the kind must be going on in the city, though so far as they know, there is no "mixing" establishments. It is to be hoped that the city will wage war against this business.

A. J. Patterson of San Francisco, representing a large California Wine Company, was in Milwaukee a few days ago, and had the following to say about things in general:

"Much California wine is shipped to New York and other Eastern places and there labelled imported, and sold to the consumer as such. There is also considerable New York labelled as California wine, as the latter product, you know, is considered the best product in this country. A new wine that was made for the first time last year is the Fancillion. It is made from the same grape as is champagne and is classed as a tart wine. It is the nearest thing to a dry wine yet made that will not spoil. Fancillion has been made in France, but never before in this country, and it bids fair to meet with a large demand.

The greatest demand in the California market is for old stock. Much of this is sold in Milwaukee, and I consider this city, one of the best I have in my territory, for its size. Many people out here think that the orange industry is the leading one, or rather the best money maker in California, but such is not the case. There is more money made in grapes out there than there is in oranges. We firmly believe that the finest grapes in all the world grow in our State."

The convention of the National Association of Bottlers was held here last week, and more than 400 delegates attended. At the same time several State organizations

held conventions here, and altogether there was a large delegation of men connected with the wine, brewing and distilling industry. The convention endorsed a plan looking to a national law protecting bottlers against the use of their property by unauthorized persons. Several States have adopted a similar law which has proven satisfactory.

Patents for a steel bottle-beer box, which is said to prevent the bottles from breaking during shipment, have been awarded to a local company. The invention is a result of the ingenuity of Frank Sochurek, an employe in the company's factory. This box is made with a system of springs by the bending of the steel sides, and is suitable for any style bottle. It is claimed for it that it can be dropped a distance of 20 feet without breaking the contents.

The Wisconsin Brewers' Association at its next meeting will make a new rule, increasing the price of a one-eighth keg of beer from \$1 to \$1.50, the extra fifty cents being levied as a security for the return of the keg. A similar ruling relative to beer bottles will be come effective after the next meeting.

"The story that wines are exported from this country to Europe and then returned here and sold as European wines is a dream," said D. C. Weglein of New York, who represents one of the largest wine houses in the United States. "It would not pay to do that," he explained, "as more than a billion gallons of wine are produced in Europe in a year, if there is a good vintage, and the greatest output for this

E. C. PRIBER, PRESIDENT
L. JOCKERS, SECRETARY

Napa and Sonoma Wine Company



OFFICE AND SALESROOM

Howard and Tenth Streets

TELEPHONE SOUTH 792

San Francisco, California

country is 40,000,000 gallons. If they wanted to fool the people, it wouldn't be necessary to ship and reship this wine, as a foreign label attached to the wine in this country would do the work. That was done to a considerable extent some years ago, but the people became educated as to the excellent qualities of American wines and frankly buy them, declaring that in many cases they are superior to the imported beverages.

Charles Gillespie, a well known Chicago wine merchant, who runs up to Milwaukee very often, said on his recent visit here:

"It is a fact, and in my opinion a sad one, that women now drink more whisky than men. It used to be wine for dinners and banquets, but cocktails and highballs are beginning to replace it, though after a while a reaction will take place. I don't know why they do it, but it is a fact that the consumption of whisky in that way is annually increasing.

"Wine business is picking up now, though in the spring and summer trade was not up to the same period of last year. It is difficult to account for the condition of the trade, for it is due to a number of sources, chief of which is the caprice of the people who drink wines."

The William Werder & Son Co., wholesale and retail liquor dealers, incorporated in Ashland, Wis., with \$150,000 capital stock. William and Theodore Werder and R. W. Parsons are the incorporators.

Business among the wholesale and retail concerns of all kinds in this city is better now than it has been for a month or more. The fall activity is here, all right, and things seem to be going along to suit the most exacting. Much stock is coming in right along, and the product from the Coast ranks well up in the aggregate of shipments.

W. R. ANDERSON,

Now is the time to go to the World's Fair. There certainly could be no more ideal weather than the present for visiting this greatest of expositions and the crowds on the grounds are the best indication that this fact is thoroughly appreciated by the public. The Fair certainly contains some wondrous sights and any one who can afford to go and does not is unquestionably making a big mistake. The chief attraction for all visitors is without doubt the big Philippine Reservation on which the government spent over a million dollars. Right on the main road and within a stone's throw of the entrance stands the model distillery of the Sunny Brook Distillery Co., of Louisville, Ky., an exhibit without an equal on the entire grounds. Without exaggeration fully seventy-five per cent of all persons wandering towards the Philippines stop in to be entertained by a complete demonstration of how high class Kentucky whisky is made—from the time the grain is ground until the whisky is drawn off into handsome oval oaken casks, specially made for the exposition distillery. The immense amount of good this demonstration will do for the entire liquor trade must be fully appreciated by all who realize the vast amount of ignorance existing regarding the manufacture of pure natural whisky. The Sunny Brook Distillery Co. certainly deserves ample credit for being the pioneers in educating the public on this important subject.

Smith, Emery & Co.

INDUSTRIAL CHEMISTS



SPECIALTY

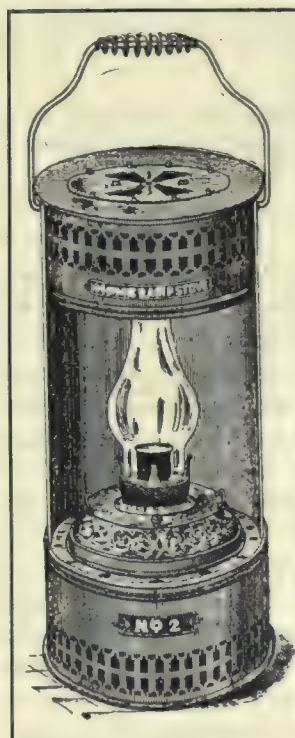
Analysis of Wines,
Malt and Distilled Liquors,
Mineral Waters, Etc.

Chemical and Physical Laboratories

83-85 New Montgomery St.

SAN FRANCISCO, CAL.

OIL HEATERS



Heat and Light

JUST WHAT YOU
WANT IN YOUR

DINING ROOM
BATH ROOM
BED ROOM
OFFICE OR LIBRARY

No Smoke No Ashes
No Odor

Safe, Economical
and Convenient



W. W. MONTAGUE & CO.

SAN FRANCISCO, CALIFORNIA

News of the Northwest.

SEATTLE, Oct. 22, 1904.—There seems to have been a very considerable falling off in the consumption of wine and spirits in the western part of Washington. This is without doubt due to the inactivity of the saw-mills during the past few months and the consequent laying off of a great number of men. The agricultural regions, of course, have not suffered from this cause, and are in an unusually prosperous condition. Politics in the State generally is very quiet, and hardly enters in as a disturbing factor. California wines are holding their own in popularity, and if they suffered to any extent it is only because of the general decline. Prospects for increasing business are bright. Logging crews are about due to receive their first month's pay (the first month since activity was resumed in those circles, that is). Most of this will go to paying old store accounts, so that it will not be until the second month's wages are paid that the money will begin circulating in its usual channels.

The Seattle Brewing and Malting Co., at Georgetown, has begun operations on its new bottling plant. A 200-foot long tunnel will be one of the features, and will run under the Northern Pacific and the Columbia & Puget Sound R. R. tracks. The bottling house will be 80 x 220 feet. The machinery is coming from the old plant at Bayview, and a quantity of new machinery will be installed besides. Seventy-eight men will be employed. The company has bought an electric engine for switching cars in the yards. The total cost of the improvement will be \$40,000.

L. Dryfoos & Co., the wholesale liquor house on First avenue South, will move to the corner of First avenue and Spring street shortly. The company will establish a bottling works at this point and, so far as practicable, do all their own bottling.

Breweries in Seattle supplying almost entirely local demand are not noticing any falling-off in their orders. The usual autumn influx to the city keeps the consumption up to standard. There have been the usual number of saloon changes within the past month; a few failures, more transfers and enough new ones started to keep the number about the same as it has been. From some quarters have come complaints of too many new ventures started without sufficient capital, which makes towards needless instability throughout the list. These breweries whose business outside the city is an important item encounter the same difficulties as the wine and spirit men. Indeed, what has already been said of the wine and spirit trade is no less true of the beer trade also.

The Seattle Brewing and Malting Co. report that their trade in the south, especially in California, has enjoyed a tremendous growth. This is partly due to the establishment by the company of three bottling plants within the State, which produce a great saving in freight rates and allow of shipping beer to southern points hitherto entirely beyond reach.

The Migliavacca Wine Co. state that the city business, though feeling the general depression, is satisfactory. This company has drawn its travelling salesmen from all territory outside of Seattle, and is confining its attention solely to the city. They state that they will continue in

this way until the country trade picks up. The company has also recently shipped in 100 cases of Hunter, and the same amount of Marquette whisky.

Kreilsheimer Bros. report the trade east of the mountains far ahead of last year's, but along the coast and in the lumbering districts, as might be expected, there has been a great slacking off.

Mr. M. Gottstein and Mr. Jake Gottstein, of M. & K. Gottstein, are in the East. They are simply in search of recreation, and will forget business until their return, which will be not later than the first of the year.

The personnel of the firm of Maison Barberis has been undergoing changes. Mr. Barberis has acquired the interest of his two former partners, Mr. Genetti and Mr. Cardon. The establishment will be run along the same lines as heretofore, and it is thought that the two gentlemen will continue in the employ of the house.

J. J. Haggerty & Co. say that the best feature in the market just now is the Alaska trade. Although it is by no means a settled, steady proposition, and credits have to be closely scanned, the volume of business is steadily increasing. It only needs a railroad into the Tanana to make this field practically limitless.

Mr. Claussen, of the Claussen Brewing Association, says that, although present amount of business is not up to the usual standard, the outlook for the immediate future is unclouded in any way and he can see no reason why the next three months should not see the trade swinging along as usual.

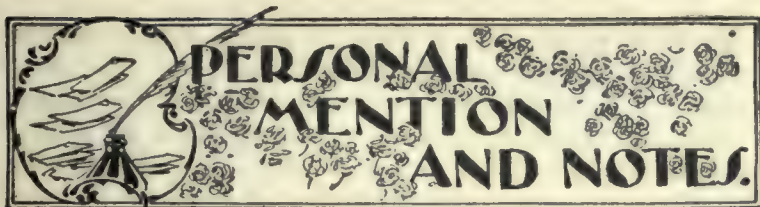
The Olympia Brewing Co. is enjoying a fairly good season in their city trade. They have been reaching out into Alaska to some slight extent, and find prospects good up there.

The Hemrich Brewing Co., whose trade is confined for the most part to Seattle and the immediate vicinity, have noticed no falling off in consumption, but have observed a tendency toward starting too many saloons without sufficient capital to insure success, the result being unsteadiness in collections among many of the new concerns.

Everett Brewing Co., of Everett, Wash. Capital stock \$100,000. Incorporators, B. Hockstadter, of Tacoma; J. E. Horan and J. D. Eveland, of Everett. Capacity 35,000 barrels. The plans for the building have all been completed and the work will start immediately. In the meantime Mr. Hockstadter has purchased the plant of the Washington Brewing Company from William Kilz and will operate it until the new brewery is ready to put its product on the market, which will be about ten months.

C. V. W.





We are informed that Wm. J. Kearney, the well-known whisky salesman, until recently identified with Marquette whisky, is again in harness. Mr. Kearney went East last month and now writes that he is in business again. He has accepted a position with Carstairs, McCall & Co., of Philadelphia, distillers of the famous Stewart rye whisky at Highlandtown, Md. It is understood that Mr. Kearney's field will include the Pacific Slope, where he has a large clientele. Mr. Kearney is one of the highest priced men in the business.

A. Cora, 436-38 Jackson street, manager of the Pacific Coast branch of the house of G. & L. Fratelli Cora, of Turin, Italy, received a dispatch on the 17th inst. from St. Louis, calculated to greatly enthuse the average citizen. It was the announcement that in competition with the world, Vermouth Cora, manufactured by his house, had won the highest distinction over all competitors, namely the grand prize; also a grand prize for liquors—Fernet, Amara Cora, Maraschino Cora, Curacao and Banane; Gold Medal for wines—Barole, Barbaresco, Grignolino, Muscat Passito, Barbera, Asti Spumante Champagne (dry and sweet). This is certainly high distinction considering the competition. Mr. A. Cora will make an extended business trip throughout the United States, Canada and Mexico, taking in the World's Fair. He expects to be absent about two months.

CHARLES MEINECKE & CO.

314 SACRAMENTO STREET, SAN FRANCISCO

Sole Agents Pacific Coast for

"DUFF GORDON SHERRY"

FROM DUFF GORDON & CO., PORT ST. MARY'S, SPAIN

"SWAN GIN"

FROM J. J. MEDER & ZON, SCHIEDAM, HOLLAND

"BOORD'S" OLD TOM AND DRY GINS

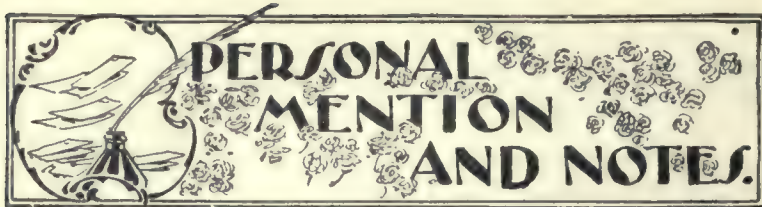
FROM BOORD & SON, LONDON, ENGLAND

"WHITE HORSE CELLAR" SCOTCH WHISKEY

FROM MACKIE & CO., ISLAY, SCOTLAND

It is announced definitely that the Los Angeles Brewing Company of Los Angeles will enter the San Francisco field and compete for trade on a large scale. The company will establish a big up-to-date bottling plant in this city which is to be completed before the first of the year. The new institution will be known as the Standard Bottling Company. Messrs. B. Hessel and F. Jung, are the firm. They are both young men, full of energy and enterprise and well experienced in this line of business. As they have a fine beer to handle and a growing field to work upon, there is no doubt of their success.

John Delorieux, of the firm of Toulouse & Delorieux, pioneer manufacturers of wine-making machinery, met with a serious accident during the month. He slipped on the pavement and broke his hip bone, receiving a bad fracture. As Mr. Delorieux is very heavy and approaching the three score mark, the accident will serve him a very bad turn. His physicians give him the cheering information that he will probably be confined to his home for the next six months. In the mean time the business of the firm is good and has been during the entire season.



Los Angeles Brewing Co. has entered into an agreement with A. F. Rosenheim, architect, and C. J. Kubach Co., contractors, for the erection of a 6-story brew house, corner of Moulton and E. Main street, to cost \$34,500.

Business with the Cerruti Mercantile Company, is improving in a satisfactory manner. Mr. Cerruti says that the success of his Promotion Club whisky and the welcome being given Compari bitters and cordials, for which he is also agent, is very gratifying. Mr. Cerruti anticipates a good winter trade.

Henry Kunz, head of the house of Charles Meinecke & Co., departed for the East on the 5th inst on an extended business trip, with which was mixed some sight-seeing. During his journey Mr. Kunz visited New York, Boston, Philadelphia, Baltimore, Louisville, Chicago and the World's Fair at St. Louis. He was due to return at the close of the month. Business with the house has been fair, but like all other lines, has not been what it should have been. However, a general revival is looked for before the close of the year.

Dr. H. N. Cross, of Dos Mesas Vineyard fame, is fairly well settled in his commodious quarters at 319 Montgomery street. His cellars carry not only the celebrated wines of the Dos Mesas, of Livermore, but the product of the Cedar Knoll vineyard of Napa County. Only the bottle-ripe wines are stored here. Bottling is going on at high pressure to meet the demand which is growing at a rate calculated to please the proprietor. At the present time the place has a reserve stock of 70,000 bottles for immediate use, and it looks as if these bottles would be needed at an early date. Dos Mesas wines were medal-winners at the World's Fair at St. Louis.

The Jesse Moore-Hunt Co., are sending out the most artistic and attractive pictorial sign that has ever emanated from the Coast. On further thought, however, it must be better than that, for it won the highest prize at the St. Louis Fair for the best example of that class of work. The subject is that of a coatless, collarless, hatless gentleman, of middle age, seated at the table of his home, opposite a sunlit window. He is holding to the light a glass of Jesse Moore whisky, which has just been poured from a newly opened bottle. The details are remarkably fine—the lazily curling cigar smoke, the old-fashioned potted flower in the window, the bottle, cork and spectacles on the table, all go to make a work of art of the top class. The lithograph is done on tin, the frame also being embodied in the one sheet.

High Art in Trade Advertising



The above pictorial advertisement won the Highest Award at the St. Louis World's Fair for super-excellence in work of that class. The picture is lithographed on tin.

WINE AND BRANDY EXPORTS BY SEA

From September 25, 1904, to October 25, 1904.

WINE.

TO BRITISH COLUMBIA.

Cy of Puebla.	Victoria.....	A Repsold & Co.....	200
Umatilla..	Vancouver.....	Bertin & Lepori.....	213
"	"	California Wine Association.....	50
"	"	Gaffney Drayage Co.....	103
"	Victoria.....	Lachman & Jacobi.....	50
"	"	D De Bernardi & Co.....	256
"	Ladysmith.....	Matteucci & Vannucci.....	103
Queen.....	Cumberland.....	Cogomo & Croce.....	50
Cy of Pueblo	Vancouver.....	Italian-Swiss Colony.....	205
"	"	Gundlach-Bundschu Co.....	511
"	Victoria.....	P P Bieber & Co.....	42
Umatilla.....	"	Napa & Sonoma Wine Co.....	27
"	"	V Sattul.....	138
Queen.....	"	Gaffney Drayage Co.....	50
"	"	O M Mann Co.....	150
"	Vancouver.....	Napa & Sonoma Wine Co.....	5
"	"	Italian-Swiss Colony.....	258
			13
			460
Total.....			20
Value.....			2,866
			\$1,071

TO ALASKA.

Umatilla....	Douglas Island..	D De Bernardi & Co.....	83
Queen.....	Trail.....	Matteucci & Vannucci.....	50
Total.....			133
Value.....			\$35

TO NEW YORK.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Peru.....	N York via Panama	Lachman & Jacobi.....		35,011
"	"	Gundlach-Bundschu Co.....		7,500
"	"	Delsol Bros. Co. (Inc.).....		92
"	"	C Schilling & Co.....		14,350
"	"	Italian-Swiss Colony.....		12,750
"	"	California Wine Association.....		41,050
San Juan....	"	"		23,000
"	"	French-American Wine Co.....		2,021
"	"	Italian-Swiss Colony.....		12,750
"	"	Gundlach-Bundschu Co.....		11,250
Newport.....	"	Lachman & Jacobi.....		17,841
"	"	Italian-Swiss Colony.....		12,700
"	"	California Wine Association.....		33,500
Cy of Sydney	"	"		77,800
"	"	Lachman & Jacobi.....		24,723
"	"	C Schilling & Co.....		21,309
"	"	Scatena & Co.....		312
"	"	Italian-Swiss Colony.....		12,750
"	"	Clocca & Lombardi.....		2,700
"	"	John Zappettini.....		300
Cy of Pekin..	"	John F Knief.....		250
"	"	Sutter Home W & D Co.....		250
"	"	Italian-Swiss Colony.....		12,750
"	"	Clocca & Lombardi.....		3,650
"	"	California Wine Association.....		92,000
"	"	Gundlach-Bundschu Co.....		17,250
"	"	French-American Wine Co.....		3,060
"	"	C Schilling & Co.....		13,260
"	"	Lachman & Jacobi.....		26,244
Total.....				532,423
Value.....				\$175,428

TO HAWAIIAN ISLANDS.

	Honolulu.....	69	34,188
	Hilo.....	10	20,286
	Honokai.....		258
	Eleele.....		520
Total.....		79	55,252
Value.....			\$24,125

QUALITY

THE HIGHEST DEGREE OF EXCELLENCE IS
ATTESTED BY THE

Enormous Gain in Importations

—OF—

MOËT & CHANDON CHAMPAGNE

The house of MOËT & CHANDON was founded in 1743, and owns more vineyards in the champagne district than all the other leading champagne houses combined, and their sales throughout the world greatly exceed those of any other brand.

Authority for Preference—MOËT & CHANDON CHAMPAGNE was the ONLY Champagne used at

The tour of the Prince and Princess of Wales through Canada—Dinner to Prince Henry at the White House—Launching breakfast at the launching of the "Meteor"—Dinner on the "Hohenzollern" by Prince Henry to the President—Luncheon to Prince Henry at Annapolis—Dinner to the Prince by the Captains of Industry—Dinner to the Prince by the citizens of Boston—Dinner to the Prince by the city of Chicago—Dinner to the Prince by the citizens of Milwaukee—Derby Dinner to the Jockey Club, given by King Edward VII, on Derby Day, June 4th, 1902—and at almost all prominent society functions.

THE NEW VINTAGE OF

"WHITE SEAL"

IS PERFECTION IN CHAMPAGNE

WILLIAM WOLFF & CO. Pacific Coast Agents
SAN FRANCISCO



TO CENTRAL AMERICA.

Peru.....	Corinto	L F Lastreto.....	455
"	"	Leo Metzger & Co.....	8
"	San Jose de Guat	A J Fanning & Co.....	50
"	"	C Schilling & Co.....	206
"	"	California Wine Association.....	1,020
"	Acajutla	Gundlach-Bundschu Co.....	10
"	"	E G Lyons & Co.....	102
"	Ancon	Italian-Swiss Colony.....	306
"	Buenaventura	C Schilling & Co.....	1,200
San Juan.....	La Union.....	"	104
"	La Libertad.....	"	350
"	Punta Arenas.....	"	176
"	La Union.....	L F Lastreto.....	260
"	Amapala.....	"	169
"	"	Italian-Swiss Colony.....	24
"	Ancon.....	"	66
"	Tumaco.....	California Wine Association.....	28
Abydos.....	Champerico.....	"	2,467
"	La Union.....	C Schilling & Co.....	120
Newport.....	Buenaventura	Lastreto & Co.....	1,200
"	Acajutla.....	California Wine Association.....	600
"	Corinto.....	W Loaiza & Co.....	200
"	"	Mohs-Frese Co.....	228
"	Champerico.....	Thannhauser & Co.....	408
"	"	Leo Metzger & Co.....	51
"	Amapala.....	Gundlach-Bundschu Co.....	256
"	La Union.....	"	60
"	La Libertad.....	C Schilling & Co.....	300
"	Acajutla.....	"	26
"	Buenaventura.....	"	886
"	San Jose de Guat.	"	80
Cy of Sydney	"	Italian-Swiss Colony.....	60
"	"	C Schilling & Co.....	1,120
"	"	Mohs-Frese Co.....	550
"	Acajutla.....	L F Lastreto.....	273
"	Ancon.....	California Wine Association.....	985
Cy of Pekin..	"	Italian-Swiss Colony.....	100
"	San Jose de Guat.	"	123
"	"	A Repsold & Co.....	6,000
"	"	California Wine Association.....	735
"	Tumaco.....	"	308
"	Champerico.....	"	90
"	San Juan del Sur.	St George Vineyard Co.....	200
"	San Jose de Guat.	C Schilling & Co.....	1,000
"	Corinto.....	"	450
"	"	Gundlach-Bundschu Co.....	720
"	"	Maldonado & Co.....	570
"	Tumaco.....	L F Lastreto.....	91
Total.....			79
Value.....			110
			178
			24,898
			\$10,735

TO MEXICO.

Peru.....	San Blas.....	B Frapolli & Co.....	120
"	"	W Loaiza & Co.....	60
"	Acapulco.....	California Wine Association.....	180
"	Mazatlan.....	Maldonado & Co.....	42
Abydos.....	San Benito.....	Leo Metzger & Co.....	30
"	"	B Frapolli & Co.....	1
"	"	Thannhauser & Co.....	302
"	"	W Loaiza & Co.....	200
"	"	C Schilling & Co.....	10
"	Salinas Cruz.....	E G Lyons Co.....	210
Curacao.....	Guaymas.....	P Pinelli.....	140
"	"	Gundlach-Bundschu Co.....	158
"	"	Italian-Swiss Colony.....	339
"	Ensenada.....	"	113
"	Altata.....	Maldonado & Co.....	5
"	Guaymas.....	"	5
"	"	E G Lyons Co.....	409
"	"	B Frapolli & Co.....	401
"	"	Canalizo, Trillanes & Co.....	200
"	"	Thannhauser & Co.....	273
"	La Paz.....	"	233
"	Mazatlan.....	California Wine Association.....	184
"	"	W Loaiza & Co.....	173
"	Guaymas.....	"	600
Newport.....	Mazatlan.....	E G Lyons Co.....	518
"	"	California Winery.....	607
Sophia.....	Santa Rosalia.....	Felix Santallier.....	53
Christians'n}	"	"	204
Nicarua.....	Tonala.....	W Loaiza & Co.....	15
"	San Benito.....	Thannhauser & Co.....	8
"	Tonala.....	California Wine Association.....	10
Cy of Peking	Manzanillo.....	B Frapolli & Co.....	120
"	"	E G Lyons & Co.....	224
"	"	Maldonado & Co.....	91
"	Acapulco.....	Gundlach-Bundschu Co.....	52
Cy of Sydney	"	California Wine Association.....	101
"	Manzanillo.....	Urioste & Co.....	200
"	"	Thannhauser & Co.....	105
Total.....			337
Value.....			59
			10,079
			\$4,043

TO TAHITI.

Mariposa.....	Tahiti.....	Gundlach-Bundschu Co.....	400
"	"	Italian-Swiss Colony.....	3,605
"	"	California Wine Association.....	175
"	Papeete.....	"	79
"	"	French-American Wine Co.....	52
Total.....			4,311
Value.....			\$1,335

E. J. CURLEY & CO.

Camp Nelson, Kentucky.

DISTILLERS OF

BLUE GRASS

FIRE COPPER

* BOURBON AND RYE *

BOONE'S KNOLL

HAND MADE

* * * SOUR MASH WHISKEY. * * *

Jessamine Co. Kentucky.

BOONE'S KNOLL

O.F.

HAND MADE

SOUR MASH

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

BLUE GRASS

FIRE COPPER

★ BOURBON ★

E. J. CURLEY & CO.

JESSAMINE CO. KENTUCKY

These Whiskies are made in the Famous "BLUE GRASS REGION" so justly celebrated as the home of the finest Whiskies in the World, and which have been for the last Century, recognized as such, giving the character and high standing to KENTUCKY WHISKIES which they now enjoy.

THESE FAMOUS WHISKIES CAN BE HAD IN LOTS TO SUIT THE TRADE

TO CHINA.

Gaelic	Tientsin	Italian-Swiss Colony	1,284
"	Shanghai	"	381
"	"	California Wine Association	250
"	"	S Foster & Co	1
"	Tsingtau	Lachman & Jacobi	3,573
"	Tientsin	E G Lyons Co.	1,000
China	Tsingtau	C Schilling & Co	1
"	"	Lachman & Jacobi	1,029
"	Shanghai	B Arnhold & Co	1,561
Total			9,842
Value			\$3,588

TO JAPAN.

Siberia	Yokohama	Norton, Teller & Roden	50
"	"	Italian-Swiss Colony	1,277
"	Nagasaki	Lenormand Bros	155
Mongolia	Yokohama	Berlinger Bros	106
"	"	Johnson, Locke Mercantile Co.	55
"	"	California Wine Association	480
Amer. Maru	Hiogo	Italian-Swiss Colony	500
China	Yokohama	"	1,283
"	Kobe	Haslett Warehouse Co	408
Total			4,315
Value			\$1,595

TO SOUTH AMERICA.

San Juan	Salaverry	O Schilling & Co	420
Abydos	Guayaquil	"	350
"	Manta	"	250
"	"	California Wine Association	450
Nicarua	"	O Schilling & Co	2,000
"	Salaverry	Italian-Swiss Colony	50
"	Bahia	California Wine Association	700
Total			4,220
Value			\$2,160

TO PHILIPPINE ISLANDS.

Mongolia	Manila	Erlinger & Galingier	54
"	"	California Wine Association	500
Total			554
Value			\$191

MISCELLANEOUS.

Port Elgin	London	Italian-Swiss Colony	1,350
Earl Dunmore	"	California Wine Association	7,500
"	"	Italian-Swiss Colony	1,350
O M Kellogg	Rosatonga, F. I.	California Wine Association	130
Sonoma	Apia	Leo Metzger & Co	29
"	Gisbourne	Goldberg-Bowen Co	1
Siberia	Samarang	C Schilling & Co	370
Sextus	Liverpool	Union Transfer Co	4
Ventura	Auckland	Gundlach-Bundachu Co	150
"	Apia	C Schilling & Co	27
Total			18,406
Value			\$6,501

BRANDY.

From September 25, 1904, to October 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Newport	New York	Italian-Swiss Colony	50	
Curacao	Guaymas	Gundlach-Bundachu Co	43	
"	"	E G Lyons Co	1	
"	Mazatlan	Crown Distilleries Co	157	
Queen	Victoria	Gaffney Drayage Co	10	
Cy of Pekin	San Juan del Sur	California Wine Association	25	
Cy of Sydney	New York	O Schilling & Co	26	
China	Kobe	Haslett Warehouse Co	48	
"	Honolulu	"	51	
"	Hilo	"	10	
Total			11	460
Value				\$714

WHISKY.

From September 25, 1904, to October 25, 1904.

VESSEL.	DESTINATION.	SHIPPERS.	CASES.	GALLONS
Peru	San Jose de Guat.	G A Moore & Co	20	
"	"	Crown Distilleries Co	30	
"	Champerico	"	50	
"	Acajutla	"	37	
"	"	Hiram Walker & Sons	50	
"	"	Wm Wolf & Co	10	
"	Mazatlan	Haslett Warehouse Co	5	
Sonoma	Freemantle	"	292	
San Juan	Acajutla	Hiram Walker & Sons	10	36
Gaelic	Tientsin	Italian-Swiss Colony	5	
"	Shanghai	E G Lyons Co	30	
"	Hankow	"	5	
Abydos	San Blas	Crown Distilleries Co	10	
"	Champerico	"	30	
"	Salinas Cruz	E G Lyons Co	4	78
Mongolia	Manila	Haslett Warehouse Co	54	128
"	"	W Loalza & Co	25	
Curacao	Mazatlan	Crown Distilleries Co	65	
"	Ensenada	"	15	
"	"	Hiram Walker & Sons	50	
"	Altata	Haslett Warehouse Co	76	208
"	Guaymas	"	2	
"	"	E G Lyons Co	25	
"	Canalizo, Trillanes & Co	"	26	
Newport	Mazatlan	Crown Distilleries Co	20	
Nicarua	Tonala	E G Lyons Co	2	
Amer. Maru	Yokohama	Crown Distilleries Co	2	
Pueblo	Victoria	"	25	
Cy of Sydney	Manzanillo	Haslett Warehouse Co	10	14
"	Acajutla	Hiram Walker & Sons	30	
"	"	Crown Distilleries Co	24	
"	La Libertad	"	52	
Cy of Pekin	Manzanillo	E G Lyons Co	1	
"	"	Haslett Warehouse Co	30	29
"	San Jose de Guat.	Crown Distilleries Co	30	
"	Acajutla	"	30	
China	Kobe	Haslett Warehouse Co	254	1,552
"	Honolulu	"	52	
"	Hilo	"	13	
"	Kahului	"		
Total			1,452	2,376
Value				\$13,417

EXPORTS OF BEER BY SEA.

VESSEL.	DESTINATION.	SHIPPERS.	PACK'GS BOTT'L'D	PACK'GS BULK
Peru	Corinto	Leo Metzger & Co	2	
San Juan	Amapaia	S F Breweries Ltd	12	
Gaelic	Shanghai	S P Co	125	
Abydos	Corinto	Buffalo Brewing Co	30	
Mongolia	Manila	S P Co	240	1,000
"	"	"	200	
Newport	Hong Kong	"	2	
"	La Union	Urioste & Co	16	
Ventura	Pago Pago	S F Breweries Ltd	6	
"	"	Goldberg-Bowen Co	1	
Mariposa	Tahiti	Louis T Snow & Co	1	
"	"	O'Callahan, Nelson & Co	1	
"	"	Buffalo Brewing Co	5	2
"	Papeete	John Rapp & Son	2	
Cy of Pekin	San Jose de Guat.	"	3	
"	Corinto	Buffalo Brewing Co	32	
"	Honolulu	"	595	85
"	Hilo	"		185
Total			1,272	1,272
Value				\$18,881

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EXPORTS OF MISCELLANEOUS LIQUORS BY SEA.

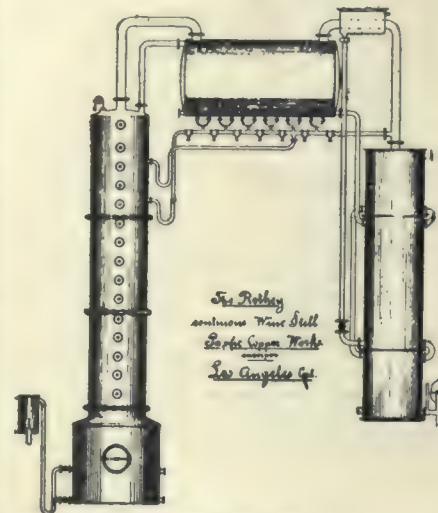
DESTINATION.	SHIPPERS.	PACKAGES.
Alaska	Mt Shasta Mineral Water Co...	75 cs min water, 10 cs g ale
British Columbia	E G Lyons Co.....	5 " liquors, 1 cs syrups
"	Long Syrup Co.....	7 " cherries in m
"	F De Bary & Co.....	155 " champagne
Central America	Rufus Jennings.....	10 " min water
"	Schwartz Bros.....	2 " "
"	Tillmann & Bendel	1 " g ale
"	A J Fanning & Co.....	3 " min water
"	W R Grace & Co.....	5 " "
"	L F Lastreto.....	2 " g ale, 2 cs min water
"	P J Knudsen.....	1 " bitters, 2 cs cherries in m
"	S Apec.....	6 " m w, 4 bbls g a, 3 bbls sarsp
China	Mattoon & Co.....	1 " g ale, 1 cs porter, 1 cs ale
"	Crown Distilleries Co.....	5 bbls rum
"	E G Lyons Co.....	10 cs bitters, 10 cs cognac
"	"	80 " liqs, 25 cs syrps, 25 bbls rum
Hawaiian Islands	"	44 " chers in m, 1 cs cocktails
"	"	187 " m water, 10 csks malt ext
"	"	5 " syr, 49 cs liqs, 5 cs vermth
"	"	6 " chers in m, 2 cs w alcohol
"	"	5 " & 25 gals rum, 5 cs cognac
"	"	10 " cider, 7 bbls & 1 gal alcobl
"	"	2 " cordis, 28 chamagn, 1 bitrs
"	"	6 cs, 3 bbls spts, 1 bbl ale, 1 ptr
Japan	Mattoon & Co.....	100 1/2-bbls sake, 25 cs gin
"	Goldberg-Bowen Co.....	5 cs champagne
Mexico.....	Tannhauser & Co.....	2 " min water
"	Graef & Co.....	4 " "
"	Mohs-Frese Co.....	5 " champagne
"	Shun On & Co.....	10 " min water
"	W Loaiza & Co.....	1 bbl g ale
"	E G Lyons Co.....	5 cs min water, 1 bbl g ale
Philippine Islands	S P Co.....	4 " cocktails, 1 cs liquors
"	Haslett Warehouse Co.....	280 csks beer tonic
"	E G Lyons Co.....	3 bbls aquadiente
Melbourne.....	"	30 cs liquors
New York.....	Hilbert Mercantile Co.....	10 " cherries
Brisbane.....	F B Peterson.....	31 " champagne
Sydney	Long Syrup Co.....	10 " fruit juice
		1 " cherries
Total.....		1,851 packages, 26 gallons
Value		\$13,629

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AUGUST R. RETHEY, Manager.

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BRANDY PRODUCTION

OFFICIAL REPORTS

FIRST DISTRICT—Month of September, 1904.

	Tax Gals.
Produced and bonded	15,573.9
Received from distillery, Fourth District, California	1,890.5
Received from special bonded warehouse, Fourth District, California	5,060.7
Transferred from distillery to special bonded warehouse, Eastern districts	9,203.0
Transferred from special bonded warehouse to special bonded warehouse, Eastern districts	16,729.4
Exported .....	.....
Tax-paid	31,688.0
Remaining in bond September 30, 1904	1,075,984.2

FOURTH DISTRICT—Month of September, 1904.

	Tax Gals.
Produced and bonded in this district	58.5
Transferred from distillery to special bonded warehouse, First District, California	1,890.5
Transferred from distillery to special bonded warehouse, Eastern District	None
Transferred from special bonded warehouse to special bonded warehouse, First District, California	1,659.6
Transferred from special bonded warehouse to special bonded warehouse, Eastern District	4,929.0
Exported	None
Tax-paid	4,828.2
Remaining in bond, September 30, 1904	345,720.4

SWEET WINE PRODUCED.

FIRST DISTRICT—Month of September, 1904.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	2,674	608,032.2
Brandy withdrawn from special bonded warehouse for fortification	799	60,956.5
Brandy actually used for fortification	3,113	624,848.3
		Wine Gals.
Port produced		1,809,581.06
Sherry produced		246,390.36
Angelica produced		308,838.80
Muscat produced		94,172.52
Tokay .....		.....
Total sweet wine produced in September, 1904		2,458,982.74

FOURTH DISTRICT—Month of September, 1904.

	Pkgs.	Tax Gals.
Brandy withdrawn from distillery for fortification	420	90,622.4
Brandy withdrawn from special bonded warehouse for fortification	144	12,407.9
Brandy actually used for fortification	564	103,030.3
		Wine Gals.
Port produced		217,714.06
Sherry produced		36,496.64
Angelica produced		96,513.43
Muscat produced		36,335.97
Tokay .....		.....
Total sweet wine produced in September, 1904		387,060.10



From September 28 to October 29, 1904.

FROM VANCOUVER—Per s. s. "Pueblo," Oct. 8.

65 cases gin.....|W. Wolff

FROM SAN DIEGO—Per s. s. "State of California," Oct. 3.

17 cases mineral water.|Order

FROM HAMBURG—Per French bark "Le Pilier," Oct. 9.

808 cases mineral water.....|Order

250 bbls whisky.....|"

FROM VANCOUVER—Per s. s. "Umatilla," Oct. 13.

40 cases whisky.....	H. Campe & Co.
13 bbls liquor.....	Friedman & Co.
8 cases ".....	Tillmann & Bendel
60 bbls beer.....	B. B. Brewing Co.
30 cases whisky.....	Sherwood & Sherwood

FROM HAMBURG—Per German s. s. "Anmon," Oct. 16.

50 cases vermouth.....|Order

200 " whisky.....|"

FROM ANTWERP—Per British s. s. "Grenada"

351 cases 68 cks wine....|Order

736 " 5 " whisky....|"

1193 " 18 " brandy....|"

110 " mineral water....|"

515 " absinthe.....|"

2000 " vermouth.....|"

25 " 40 oct. gin.....|"

20 " orange bitters....|"

FROM ANTWERP—Per Dutch s. s. "Europa," Oct. 14.

908 cases whisky.....|Order

80 " 12 cks wine....|"

150 " vermouth.....|"

437 " mineral water....|"

FROM VANCOUVER—Per "City of Pueblo," Oct. 23.

499 cases whisky.....|V. W. Gaskill

435 " beer.....|H. P. Finlay

FROM VANCOUVER—Per s. s. "Queen," Oct. 16.

75 bbls beer.....|B. B. Brewing Co.

10 cases whisky.....|Am. Com'l Co.

FROM PANAMA—Per s. s. "City of Panama."

From Genoa.

6 cases liquor.....|G. Circolta & Bros.

From Liverpool.

25 " whisky.....|Hellman Bros. & Co.

New Winery at Geyserville.

THE Walden winery and distillery, which is one of the largest in the United States, according to the *Santa Rosa Republican*, will be moved to Geyserville, and will occupy the same site as the Walden cannery, the two being under the same management. At present there is only one winery at Geyserville, that of the California Wine Association, and there is much dissatisfaction among the growers in that vicinity because they have been obliged to accept \$13 in three installments for their grapes, while Healdsburg growers, as a result of competing wineries, have obtained a cash price of \$15 and \$16. The Walden firm will go into the market as an active competitor of the association, and this is looked upon by the producers of Geyserville as a hopeful sign for future prices.



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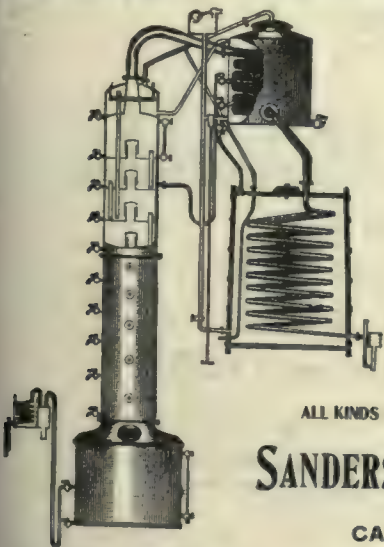
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The accompanying cut illustrates our ORIGINAL CONTINUOUS STILL, which we have improved each season until it has reached its present perfection.

This STILL, which has always received our special attention and study, has been of material assistance in securing for California sweet wines and brandies the high rank in the world which they hold today.

We manufacture not only high-class STILLS, but also Copper and Brass Work of all descriptions for wineries and distilleries.

Our Pasteurizers and Wine Filters enjoy the same high standard of popularity as our STILLS.

REFERENCES:—All successful sweet wine and brandy producers of California.

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PAT'D SE.T. 29, 1891.

Work of the N. W. L. D. A. of A.

NATIONAL WHOLESALE LIQUOR DEALERS ASSOCIATION OF AMERICA.

PITTSBURG, September 29, 1904.

UNDER separate cover we to-day mail you our Year Book for 1904. We ask you to give it a careful perusal. You will find it of interest.

The Association stands as the champion of the trade; alert to its necessities and watchful of its best interests. It endeavors to overcome the dangers that constantly beset us on every side. It has obtained and aims to obtain an improvement of conditions which it would be futile for individuals to attempt to bring about.

We believe the value of the Association to every branch of the trade is now recognized not only by its members, but by a majority of dealers who have never given it any support, although receiving many benefits through its efforts. Can you afford to withhold from it the strength of your support and the weight of your influence? Is this just to yourself? It certainly is not fair to those who have given it continued support. The annual membership dues are but nominal and certainly should not prevent your prompt enrollment as a member.

The Hepburn-Dolliver Bill, aiming at National Prohibition, which the Association, through strong endeavor, prevented from enactment at previous sessions of Congress, and the McCumber Pure Food Bill, the substitute for the Hepburn Bill, pending in the Senate, will again be pushed at the coming session of Congress by the same aggressive and resourceful interests that previously advocated their passage. You are undoubtedly opposed to the passage of either of these bills, at least in their present

shape. Our membership, though representative and growing, to date numbers but 584. We ought to have many more. A larger membership will not only give us the increased support necessary to continue our efforts against these and other threatening measures, but would strengthen our influence generally in working for the betterment of the trade. Results may or may not be secured without your co-operation. Can you afford to endanger success by withholding your support?

Inclosed find blank application for membership, which we hope you will sign and return.

Yours very truly,

A. J. SUNSTEIN, President.

DAVID STAUBER, Secretary.

LATER.

PITTSBURG, Oct. 15, 1904.

Editor Pacific Wine & Spirit Review,

San Francisco, Cal.

Dear Sir: Referring to my letter to you of the 13th inst., in regard to Mr. Hough's appearance at the Pure Food Congress, I have been asked whether Mr. Hough argued against the Bottling in Bond law. I beg to say that he did not argue against the Bottling in Bond law as such, but denied that the Bottling in Bond law was intended to, or did in any sense, guarantee the purity or equality of the whisky, which impression the Bottled in Bond advocates were strenuously endeavoring to create in connection with the further impression that all blends or compounds were impure and adulterations.

Yours very truly,

DAVID STAUBER, Secretary.

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Bogus High - License Scheme Defeated.

THE movement of the so-called "Civic League," which is the Anti-saloon League poorly masked, to force high license upon the retail liquor trade of San Francisco, has been given a very proper set-back for possibly two years to come. Just on the eve of the election the League officers presented a petition with the sufficient number of names to entitle the high license advocates to have the question of high or low license submitted to the voters at the coming election, but the manner in which the signatures were secured was too raw to stand muster and a protest from the California Liquor Dealer's Association led the Election Commissioners to carefully examine the roster submitted to them. The result was that the roll was found to be brazenly stuffed, the Commissioners finding 3,000 names that were not rightfully on the petition, and which were thrown out. This, fortunately for the trade, left the petition without the requisite number of legally attached names and the Election Commission found it necessary to refuse to put the high license amendment on the ballot.

The trade are to be congratulated at this time upon the fact that their enemies are thoroughly unscrupulous and have for their slogan "anything to down the saloon." This time they over-reached themselves. It transpires that

their principal means of securing signatures was to employ needy men and women to go out and canvass the town, their remuneration being five cents per name. Furthermore, a favorite method of obtaining the signatures was to stand at some busy corner and implore every passer by to sign. In this way the roster was swelled by thousands, many of the signers not knowing or caring what they were putting their names to. In short, the petition was grossly mis-representative—was not what it purported to be, hence its rejection by the authorities.

That high license would have carried is not certain, but there was grave danger that it might. The trade, it is true, were fairly well organized for the contest, but not as they should have been and not as they will be in the future when this problem may come up again for solution. The smaller fry in the trade and particularly the retail groccerymen are too short-sighted to perceive the need of thorough organization and this greatly weakens the fighting strength of the trade. In the not distant future, the wholesale liquor dealers, wine men and brewers should find some effective means to convince these people that it is not to their interest to stand aloof. The wholesalers and others have the means by which to bring about this much desired situation.

Given such organization and there would be little danger of defeat at the polls.

THE WORLD-FAMOUS W. H. McBRAYER'S CEDAR BROOK WHISKEY

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WILLIAM CLACK
Secretary

THOMAS H. LINDSAY
President

"Molly Prat" "Has Come."

A NEW and fascinating drink was evolved in this City by the Golden Gate, during the month. It was given the rather unmusical name of "Molly Prat," but there is certainly music in the concoction. The harmonious aggregation of fluids which eventuates in the Molly Prat, is constructed in the following manner: Take mixing glass and ice, two drops Angostura, dash of orange bitters, three drops sour, half jigger brandy, half jigger French Vermouth, pinch lemon peel. Mix cold and serve with or without fruit. It is an improvement on the ever-popular Manhattan, and as the principal ingredients are products of the grape, it will have less deleterious effect upon the public stomach, while at the same time producing all the pleasing effects of the aforementioned beverage. As a grand appetizer, it has no equal.

The many friends of Hugo Wobber, of the Chronicle bar, will hear with regret that the young man is confined to his home by a badly damaged knee. Last summer, during his outing, he bruised the knee slightly and was laid out for a number of days. When he came home he did not give the injured member sufficient rest and the result is a relapse which promises to keep him "at home" for many weeks to come. For an active, ambitious man like him, this is painfully bad luck. We wish him a speedy recovery.

John Knobloch, of the Merchants' Tavern, 410 California street, reports business picking up nicely. He has made some substantial and costly improvements during the past month, in preparation for the rush that is certain to come with the opening of the great Merchants' Exchange building across the street. Among these changes are a new front, with an up-to-date cigar store included, and a large increase in the facilities for preparing the now celebrated mid-day lunch of the Merchants' Tavern. Mr. Knobloch caters only to the best class of trade and his bar and cuisine embrace only the best in the market. When in search of good things to eat and drink, give him a call.

Ike Deutch, of the Crystal Palace, 5 Kearny street, has introduced a genuine innovation that would apply only to the situation in this city. It concerns the "long bit" of commerce in the saloon trade. In the 12½-cent houses it frequently happens that the customer has to pay 2½ cents more for his drink than he should. To equalize this Mr. Deutch has evolved a check that is good for 2½ cents in trade so that his customers can get the benefit of exact change. Some take it as a joke, others show their contempt for such small matters by destroying the tokens, while others file them away in the side pocket for future reference. We do not think the plan will succeed except as good advertisement for the place.

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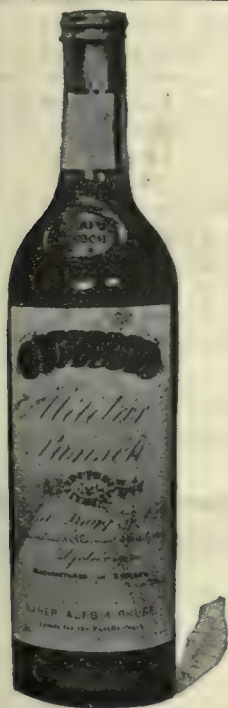
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NABER. ALFS & BRUNE

323-325 MARKET ST., SAN FRANCISCO

ALONG THE LINE

Local Option Fight in San Diego.

THE trade of San Diego County have been cast into the lion's den and must fight for their lives, figuratively speaking. For some time past the Anti-saloon League has been secretly active in that section of the State. The result is shown in the action of the Supervisors of San Diego County, during the month, in submitting the local option question to the people at the coming election. As the population of the City and County of San Diego are largely from the Eastern and Middle West States, and therefore imbued with anti-saloon ideas and as the trade in that county is not in fighting trim, the prospect is not encouraging. On the contrary it is rather gloomy.

The least they could sensibly do is to get together and make the contest systematically because they are opposed by a relentless foe who wages war in just that way. In this fight the San Diegans should have the greatest possible assistance from the California Liquor Dealers' Association, for this local option powder keg is a dangerous thing to fool with.

There is no waning to the popularity of Rainier beer, either on the Coast or in the foreign lands wherein it has been introduced. By reason of its superior qualities of mildness, sharpness and lightness, it sprang into popular favor at one bound, and the growth of the demand for Rainier beer has been and is one of the marvels of the brewing industry of the Pacific Slope. One of its best recommendations is the fact that the trade find it one of the most satisfactory brands they ever handled. This means that it is what the consumer wants.

Neil Lindsay, of Tevendale & Lindsay, otherwise known as "The Scotchmens'," enjoyed a well-earned rest at El Verano during the latter part of the month. He had been doing a hard stunt for four months, during the absence of his partner in Scotland.

Paul P. Bernhard & Co., the leading red rubber stamp house of the Coast, whose place of business is at 512 Montgomery street, have issued one of the finest catalogues of its class that has even been compiled on the Coast. It comprises 280 pages filled with illustrations and prices of the countless things manufactured and carried by such a house to save time and labor for the business man. The motto of the firm is "We do anything and everything," and the endless things produced prove the assertion. The wise business man should have one of these catalogues at hand for ready reference, both as a saver of time and money. Those desiring anything in the line mentioned should address the firm and secure a catalogue.

Two and One-Half Years After

IT has been suggested to me by the John J. Fulton Company, proprietors of the Fulton Renal Compound, a remedy for Bright's Disease, that I write a supplementary report of my experience with that preparation, for publication in my own paper as well as elsewhere. Considering my good fortune in having been prevailed upon to take the treatment when I was given up to die and was at death's door, I feel it my duty to do all I can to let other sufferers know of the value of this remarkable medicine.

After being in the hands of regular physicians for many weeks, during which time I rapidly failed, I reached the point where my relatives were notified that I had not more than sixty days to live. Thirty days later when my own judgment told me that I had reached the end of the way, I was induced, against my own desires, to begin taking the Renal Compound. Within two weeks it had brought to me normal sleep and an encouraging appetite, and within five weeks I was in a condition to attend to active business. I continued the treatment until I felt that I was a well man. This was two and a half years ago, and within the past year and a half, I can say emphatically that I have enjoyed better health than at any time in the past twenty-five years. To those who are suffering from this terrible disease, I would say, lose no time in going under this treatment. The regular physician cannot save you and the medicine cannot harm you.

Sincerely yours,

R. M. WOOD, Editor.

San Francisco, Cal.



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ALONG THE LINE

A "Corking" Musical Machine.

THERE are sometimes as funny situations developed along the line, as are seen upon the stage. To illustrate: A few days ago the manager of one of the big music stores of the city, called on his friend, who is the head of one of the prominent down-town liquor stores. The music man, naturally talked about the latest and best things in the line of talking machines and his friend was deeply interested. However, it transpired that he did not understand what the man of melody was referring to. The result was that he made a large "break."

"Say, Carl," said he, "I have a corking machine that is all out of order and I want it fixed."

"All right, Fritz, send it right up to the store and I will have it repaired at once," was the reply.

The music man thought his friend was talking about a talking machine and there is where the mix-up came in. Later in the day an ordinary corking machine used in the liquor business, was dumped in front of the high-toned music store. It didn't do a thing but blockade the street—

the people wanted to learn what kind of new talking machine was arriving. It is hardly necessary to say that the manager who was responsible for the funny complication, rushed out on the sidewalk, discovered the awful error and ordered the wine man's "talking" machine back to its quarters. The misunderstanding was adjusted by the opening of a few "bots," in which the two victims invested.

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Pine Apple
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Along The Line

Unity Club News.

(Communicated.)

THE well known Unity Club of this city held its first annual ball at Mechanics' Pavilion, on October 15th, and it was a success in every way for the club, the large crowd present having had a most enjoyable time. "Home, Sweet Home" was not played until 6 A. M. The club cleared a snug sum by its first venture, and as a result have been enabled to clear off all indebtedness and to still hold a considerable sum in the treasury. The members of the club are to be congratulated on the successful outcome of their efforts. A great deal of credit is due to our hard-working member, Mr. Harry M. Lewis, who gave his entire time to the affairs of the different committees, and attended to the details, of which there were many. The club still continues to thrive and new members are coming in at every meeting. It now numbers nearly one hundred of the best known and most popular barkeepers of San Francisco.

Meetings are held in the handsome quarters of the club at 850 Market street every Thursday evening at 8:30, and are well attended, as the members know there is always something interesting going on.

A telephone has been installed for the benefit of the members making use of the rooms during off hours or for the purpose of calling up members when positions are to be had. The phone is Main 3254. There has been a number of changes among the boys since the last issue of the REVIEW, and these are a few of them, and all members of the Unity Club. Charles Curn has taken a position at Gus Dalke's handsome place at Seventh and Broadway, Oakland, formerly Hannifan's. There is no question but Charlie will make a success of his new position. Joe Sullivan and John H. Hooper are at Hanford, and both working and doing well. Another old-timer, Ed Fay, is now leader of an orchestra at Bakersfield, having laid aside the coat and apron for the present. Eddie Patton is now to be found at George Hebert's, Powell and O'Farrell

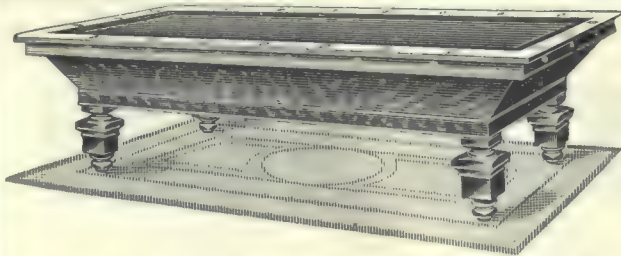
streets. J. C. McIntyre is working at the Coronado and is doing well. S. V. O'Neil has left for Carson, Nevada, having accepted a position there with Frank Evans. Eddie Boone is now located at the Crystal Palace. Eddie is a first-class man in every particular and well liked by every one he meets. Bob Ipswitch and E. M. Graham (Galey) left for Goldfield, Nev., a few days ago. Mr. Graham goes to take a position in Elliott's saloon, and Mr. Ipswitch to speculate in mines. Paul Subotich is now at the Richelieu. Paul is a pleasant fellow and will succeed wherever he is. Fred Sparks is with J. P. Dunne & Co., at Powell and Market streets. Fred is a good man, capable and reliable.

HARRY J. BURNS, Secretary.

James Twomey, of the Yellowstone, 22 Montgomery street, sailed for Central America on October 8th, to be absent about four months. Mr. Twomey is owner of one-half of a fine coffee plantation, and has the same interest in a rubber plantation, the profits of which promise to be great in a few years. However, speaking of the coffee plantation, there seems to be no musca domestica on it as a money maker, in view of the fact that Mr. Twomey's share of the profits on this season's crop is about \$25,000. That appears to be "going some," in view of the fact that the Central American proposition is a sort of side issue to James, who devotes to it only three or four months of the year. His many friends will be glad to hear of his success.

Louis Fontanel, of the Cosmos Cafe, Montgomery and Commercial streets, reports business better than he could reasonably expect at this dull season of the year. It is now six months since he moved from 318 Montgomery street, and he has doubled his business in that period. The results are far above what he expected in this location. With the opening of the Merchants' Exchange, he will be insured a large business.

The bar at 126 Washington street changed hands recently and is now known as "The Reception," P. Jeenicke and C. H. Hoops, proprietors. The place has been thoroughly and handsomely renovated and is up-to-date in every particular. The Reception is doing a fine business, its patrons being merchants, their employees, etc. The house naturally makes a specialty of fine wines, liquors and cigars.



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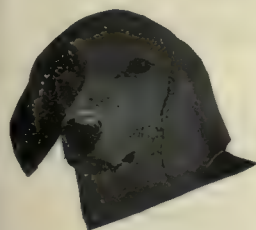
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116

LEIDESDORFF ST., COR. HALLECK,
SAN FRANCISCO.

ALONG THE LINE

J. C. Wunder, Successful Brewer.

THE accompanying portrait is that of J. C. Wunder, one of the most successful, best-known and popular brewers on the Pacific Coast, and founder of the Wunder Brewing Company, of this city. About eight years ago Mr. Wunder organized the San Diego Brewing Co., comprising five millionaires, with a paid-up capital stock of \$250,000, and built the splendid brewery now successfully operated by that company. The brewery has a capacity of 150,000 barrels annually. Until his withdrawal to come to San Francisco, Mr. Wunder was vice-president and



J. C. WUNDER

general manager of the company, a position for which he was amply fitted, having mastered the art under his father, who was one of the leading brewers of Bavaria.

It was in the establishment of the Wunder Brewery, of this city, that the gentleman showed his abilities not only as a brewer, but as an energetic, broad-gauge, successful business man. The brewing business was none too healthy some four years ago, when Mr. Wunder organized the

Wunder Brewing Company and purchased the brewery at Greenwich and Scott streets, now known as the Wunder. The output was then seventy barrels per day and the wise-aces in the brewing industry scoffed the idea that the enterprise might have any material success, but they reckoned without their host—they did not know the stuff their new competitor was made of.

During the first year the output was increased to 300 barrels per day and since that time the demand for the beer has increased by leaps and bounds. The increase last year was fifty per cent, while the year now closing will show a growth over the output of 1903 of 6,000 barrels or 36,000 barrels for the year. Wunder beer can now be found anywhere and everywhere. This is a record of which any man or company may well be proud, and the end is not yet.

The plant has the largest cellars and malt house on the Coast and more extensive cellars are now in course of construction, to be completed in six months. The machinery is all new and the most modern to be had, which makes it one of the best equipped breweries in the country. Probably the most valuable adjunct of the plant is a magnificent fresh water spring with an inexhaustible flow, a fact which accounts for the exceptional qualities of the beer.

Joseph B. Endert, proprietor of the finest bar in Crescent City, and one of the most prominent citizens of Del Norte County, both privately and as a public man, visited the city during the latter part of the month for the purpose of recreation and to lay in a stock of the best in the market for the future reference of his patrons.



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VINTAGES.



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BOTTLED AT THE OLIVINA VAULTS.

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Headquarters for
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SAN FRANCISCO, CAL. Corner

**Fine Wines, Beers, Liquors
and Cigars**

CARL FUETSCH, - Proprietor

Brainy Retailer Gives Sound Advice.

ONE of the brainiest and most successful retail liquor dealers on the Pacific Coast, or for that matter, in the land, is James W. Morrison, of Seattle, President of the Retail Liquor Dealers' Protective Association of the State of Washington, whose portrait appears herewith. He is not only able, but aggressive and full of action, facts that are shown by his success in promoting the welfare of the organization of which he is the head. At the recent annual convention of the Protective Association, at Olympia, Washington, Mr. Morrison read a very able address in which he not only reviewed the work of the year, but laid down some meaty propositions regarding the value of thorough organization, and laying bare some of the serious faults that are found in the trade and to which are due to a large extent, the bitter antagonisms to which it is subjected. Speaking of organization, he said some words of wisdom that the trade should carefully read and profit by. Here are some extracts that particularly apply to the situation in this State. We regret that a lack of space prevents from reproducing the address in full:

"Why are we organized? Unlike all other classes of business men who organize for the exchange of ideas, for the adjustment of tariffs, for the establishment of prices, and for the mutual benefit of their industry, the liquor dealers are forced to organize for the purpose of



JAMES W. MORRISON

protecting themselves against the great army of cranks, fanatics, reformers and various societies constantly assailing our business.

"Peer into every City, Town and Hamlet, visit the council chambers of the various cities, consult with your law makers at the legislature and you will be astounded at the combinations arrayed against the traffic that we represent. If we but glance over this great country, we will find that local option, which is prohibition in disguise, high license and unjust legal restrictions are growing more popular in the different States. And we also can observe that the liquor dealers are becoming more lax, and by their inactivity are helping greatly the conditions herein complained of. We have a State organization 'tis true, but can a State Association be any better than its membership make it. Good local organizations make an ideal State Association and supply the facilities and means to cope with the enemy. We are not thoroughly organized, and therefore I again call your attention as I did in my last report, to the importance and necessity of urgent and unceasing efforts in this direction. Every intelligent liquor dealer in the State who has not already joined the Association should do so without delay.

"By means of organization, men having the same object in view can

(Continued on Page 42.)



P. J. WENIGER & CO.

103 POWELL STREET

Pacific Coast Agents

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Harry Adler

—THE DAVY CROCKETT—

H. B. ADLER, Proprietor

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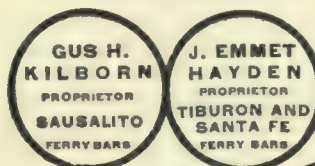
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WAREHOUSE
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Along The Line

(Continued from Page 40.)

meet, exchange ideas, and form plans for the protection of their interests. A strong organization supported by the authority of a large and active membership commands the attention of the public and the respect of our law-makers. The saloon is the creation of law, the method by which the government approaches the practical solution of a difficult problem. It is a legitimate business and is so recognized by every government on earth. While the business is legalized, it is looked upon as a social evil, and is condemned by a great many persons, who, if they but knew the truth and did not form their opinion of the business and those engaged in it from a prejudiced and biased source, would be more fair and reasonable.

"The liquor dealers themselves are in a measure responsible for a great amount of the antagonism to the business. We must recognize that there is an odium on the business which originates largely from the dive and from disreputable and disorderly resorts, but a sweeping condemnation of all is not just. If the saloon is to remain a necessary social institution, it must divorce itself from all that lowers it. As the poor man's club, or the rich man's club, the saloon has a valid reason for existence; as a law-abiding retreat for those who would rest, eat, drink, read, it performs a useful mission as a place of light and warmth, of lavatories, tables, and telephone, of the commingling of creature-comforts, it is legitimate. But the vicious, hurdy-gurdy resort where men are drugged and robbed is a place of contagion.

"When a man engages in the saloon business, he should feel the delicacy of his position, in view of the criticism on the business and endeavor to conduct his place in a respectable and law-abiding manner.

"We should gladly welcome the time when our city councils and county commissioners throw off the yoke of political fear, and revoke the license of disorderly resorts and disreputable joints. The State laws and city ordinances are adequate and sufficient to remedy much that is complained of were they but rigidly enforced. The revocation of one or two licenses of the character of resorts referred to would act as a wholesale lesson and do much for the benefit of the trade in general.

"For the protection of his own business, every conscientious liquor dealer should use his influence with the authorities against these vicious resorts. Remove the cause of the opposition to our business, and much will be done to diminish public antagonism. By our deportment teach the public that the Liquor Dealers' Association is second to no other organization in its desire for better conditions politically, better conditions morally and better conditions socially. There should be just as much loyalty and devotion to purity of civic administration in the hearts of those who belong to the Liquor Dealers' Association, as there is in any other body equally numerous, no matter to what trade or profession they may belong. Let us endeavor to so conduct ourselves and build up the standing of our organization to a position where we will do much to persuade the public that the liquor seller is no worse than any other average citizen of the community; that he is entitled to the same reasonable regulation that any other merchant or business man is entitled.

"There is more power for good in such an organization than in the enactment of stringent sumptuary laws. When an organization is strong enough to cure the evils which are complained of, there will be no need of the enactment of laws to meet the cases of the minority who give cause for complaint. The liquor dealers have their faults, but they also have their virtues. It is unjust that the worst should always be singled out as the type of criticism. * * *

"I have heard liquor dealers remark that we should perform our political work secretly, that public effort might react against us.

"I desire to remind you that for the past forty years or more the liquor interests have been trying to accomplish results secretly, and they have invariably bowed down to the opposition with a spirit of cowardice. What have they gained? Nothing but further burdens and extortion. We ask no special privileges, and have nothing to be ashamed of. We can never receive justice until we can demand and exact it, and inflict the penalty on the proper heads if it not forthcoming. Let us do our work open and above board. Be fearless in the defense of a just cause.

"If you find a candidate for the legislature or for public office that possesses narrow contracted views, and who is susceptible to the pleading and influence of the so-called reform element, use every honorable effort to defeat him.

"The protection of the business from which you derive the support of yourself and family is paramount to party politics. A practical protective organization, in my opinion, is the correct solution for the liquor dealer. A large membership working and acting as a unit can force a just and equitable consideration for our business. From experience we learn that it is easier to make laws than to repeal them. When a bill once becomes a law, and proves to be obnoxious, it is difficult to get rid of it. So it is to our interests to prevent all sumptuary and 'cinch' bills getting upon the statutes." * * *

Among mineral waters, the latest candidate for public favor, is the Tia Juana, a highly medicinal water, which comes from Tia Juana, a few miles south of San Diego, on the Mexican border. It is highly recommended for urinary and bladder troubles, gall stones, gravel, jaundice, lumbago, gout, dropsy and all stomach troubles. It is also pronounced an absolute cure for Bright's disease, diabetes and all kidney troubles. It is for sale at all first-class bars, hotels and restaurants. The Tia Juana has a very pleasant, slightly saline taste and is not only an agreeable beverage but is excellent as an after drink, on account of its wholesome effect upon the stomach. The agents are Ben Levy & Co., 409 Market street, this city.

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Along The Line

Tom McLachlan, of the White Horse Inn, 11 Trinity street, has returned from his country place on the Russian River, near Duncan's Mills. He has nearly completed his new residence there, and will have it ready for occupancy in the spring. The structure will be the most unique, from an architectural point of view, and probably the handsomest on the coast. Its most striking feature is its octagonal form which allows of a novel and pleasing arrangement of the interior. A magnificent view of the ever-beautiful Russian River, is commanded from the verandah.

J. F. Rossi, of 205 Washington street, successor to Rossi & Cordano, has no cause for complaint. He has an old established trade among the downtown business men, and it makes little difference to him whether general trade is lively or not, he gets his goodly share. Loveland rye maintains its popularity against all competitors. Mr. Rossi is certainly an exception among the retail trade in the fact that he has in storage enough fine whisky to accommodate his trade for the next three years, and that calls for no modest quantity.

The retail department of the F. Cavagnaro Company, known as "The Bonded," Clay and Montgomery streets, had its opening under very auspicious circumstances on the 27th inst. The friends of the house and the general public gave the place a fine sendoff, which was well deserved. The Bonded, in every respect is a work of art, and the company is to be congratulated upon its good taste. The old ivory and gold in the Moorish style constitute the finish of the walls and ceilings, while the woodwork is all in mahogany, the bar and back bar being in the antique finish and very massive. Some of the mahogany panels are without doubt the finest in the city. The art glass embellishment, which is extensive, is in full harmony with the general effect, and the place must be given rank among the top-notchers of its class in the city. Patrons on the opening night were each given a souvenir in the shape of a miniature bottle of the celebrated W. H. McBrayer's "Cedar Brook," bottled in bond. The place will be in charge of C. M. Cavagnaro. Business with The Bonded, opened in a flourishing manner. Messrs. Gates and Cavagnaro are to be congratulated. The magnificent bar and backbar were manufactured by the Brunswick-Balke-Clender Company, 652-656 Mission street, City.

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FAVORITE BAR WATER FOR RELIEVING
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Colonel Ed. Wagner, who has been confined to his home for the past five weeks with a disabled ankle, will be among his friends again at an early date. Mr. Wagner's undoing was the idea that he was the same youthful Wagner of years gone by. At a home party he essayed to cut the pigeon wing. The dire results aforementioned followed. In the mean time Max Dunow, manager of Mr. Wagner's The Press, 15 Third street, with good hard work, celebrated the sixth anniversary of his stunt behind the mahogany of this popular resort.

P. C. Davis, Pacific Coast manager for Manuel Lopez & Co., manufacturers of the celebrated Manuel Lopez cigar, arrived in the city from New York during the month. He came by the way of the Northwest and in all the cities he visited found the Lopez the leader among all the brands. The cigar is growing rapidly in popularity and Mr. Davis is well satisfied with the situation. The Coast distributors are J. A. Drinkhouse & Co., of this city.

The host of friends of Andy Dibble, of The Lacey, 624 Market street, will hear with regret that he has had a relapse and been compelled to again go into retirement for the purpose of regaining his health. Mr. Dibble has been in poor form for some time, and only recently returned to his business. His friends will wish him a speedy and full recovery.



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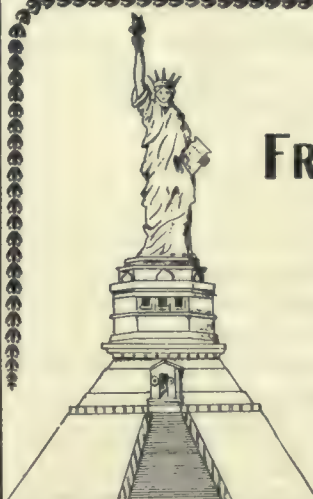
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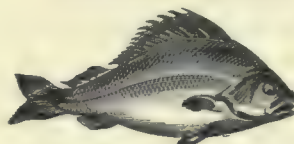
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LOS ANGELES DEPARTMENT



LOS ANGELES, Sept. 20.—Just as the Southern wine makers were counting confidently upon profiting by an increased price of their product this year by reason of the damage to the grape crop in the North, the rains came to injure the fruit yet remaining on the vines hereabout. Although most of the crop had been gathered at the time of the rains all the fruit yet remaining on the vines was seriously damaged. Wine makers say that in various ways they have had hard luck in this season. Eccentricities of the summer weather resulted in making the grapes deficient in saccharine and in juice. Because of this the wine product for each ton of grapes has been far short of the usual standard. All the wineries have been busy throughout the season and most of them have turned out the usual amount of excellent wine. It is expected that because of the shortage of the grape crop the prices of wine for the coming year will be better than those prevailing in the last few years.

Grape growers still are murmuring because few of them received more for their fruit than \$8 to \$10 a ton. Several prominent among them declare before another season rolls around they will be organized, so they can make the price. If the wine makers form a combine against this movement then the growers will make their own wine. That is what they say. Meantime the growers threaten to grub up their vines and plant their lands to other crops that will pay better, Robert De Vine already has grubbed up the vines of his fifty-acre vineyard, near Glendale, with the idea of setting the land to berries. He sold his grapes for \$8.50 a ton.

A. H. Wohlford, President of the Bank of Escondido, was in the city recently trying to interest persons to go to his town and start a winery and distillery. He controls about 600 tons of grapes and more are to be had to supply the capacity of a first-class winery, it is said.

Cosmo Morgan, local representative of the California Wine Association has gone to Europe to try to interest the wine drinkers of the continent in California products of the vine. Mr. Morgan expects to be absent fully five months, which time he will turn to advantage for the advancement of the interests of the California wine industry. As has been reported in this department other similar visits to the European markets have been made by representatives of other wine interests in this section. Mr. Morgan confidently hopes to prevail upon the British drinkers to try the California sherry in particular.

There will be nothing in the West finer than the Bristol Cafe in the basement of the new Herman W. Hellman Building. It will be managed by Schneider & Fieber of the Palace and will be conducted on first-class lines. The magnificent ordinaire is finished in white marble and French plate mirrors and the equipments are to be in every sense superb. The finishing and furnishing of the cafe will cost \$75,000.

Rol King, well known as a former saloon man in Los Angeles, one time proprietor of the Richelieu, is now interested in mines at Goldfield. He is being assisted by local capital in exploiting several claims at Goldfield and at Bull Frog and thinks he soon will be rich.

Chris Buckley, of San Francisco, and several capitalists from New York are associated for the purpose of establishing at Avalon, Cataline Island, the Mammoth Club, designed to be a Monte Carlo. Work has begun on the club building which will cost about \$40,000. The enterprise is a daring one for Los Angeles county, in the jurisdiction of which the island is included, but the promoters are said to feel assured.

Efforts are being made to show that the Los Angeles County Liquor Dealers' Protective Association is dangerously "pernicious" in local politics. Most conservative liquor men deplore the attitude of the Association in getting behind certain candidates for office, fearful of a retro-

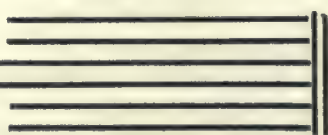
MORGAN & NEWMARK LOS ANGELES

Commission Merchants

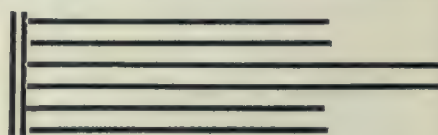
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CALIFORNIA WINE ASSOCIATION
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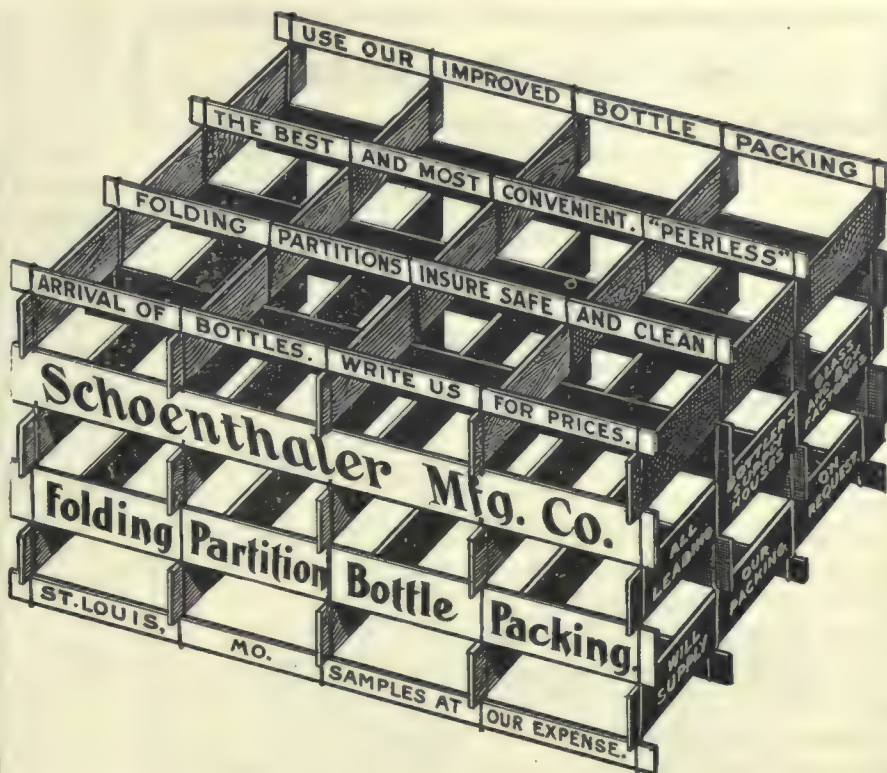
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active effect upon the public. Among the conservative saloon men there is a feeling that the business is amply protected now and that all efforts designed to break down the barriers and to oppose popular sentiment will but serve to hasten the trial of an issue on the subject of total prohibition. That being true, many of the most prominent saloon men have declared their independence of the association and asserted their indifference as to the result of the political contest.

Owners of Scheutzen Park have won out in the agitation designed to prevent the sale of beer on that reservation. They have a license and the District Attorney says he cannot now interfere.

Despite the opposition put up against him, Edwin Galter obtained a license for a saloon at the corner of Seventh and Mateo streets.

From Selma, Fresno County, the Italian Vineyard Company is receiving large quantities of brandy to use in fortifying sweet wines. This is in addition to that which is

being made in the company's two distilleries in the South. The Sierra Madre Vineyard Company also is receiving brandy from Selma.

The Cucamonga Winery will complete the making of wines about November 20.

Charles Stern & Sons are now making much grape brandy for warehouses in Los Angeles, Chicago and New York.

The West Glendale Winery, H. S. Baer, proprietor, is turning out much excellent sweet wine.

Jacob Rudel is making port wine and expects to have it all sold by the end of the season.

Emile Vacho & Co. are operating two distilleries.

It is expected the wine season will close about November 20. Many winery owners are not making any sweet wine this season. W.

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620-622 COMMERCIAL STREET

SAN FRANCISCO, CAL.

New York Correspondence.

NEW YORK, October 20, 1904.

EDITOR REVIEW: The ideal sunshiny weather which followed the terrible rainstorm that swept over the State of California last month might be accepted as typifying the clearing of the atmosphere for the California wine market. For whatever fears may have been entertained before as to over-production, and its consequent depression of prices, these have now been dispelled and a new tone of confidence infused. True, there has not been any particular feature in the local market during the month, and no unusual volume of business reported, but the general feeling is better. Prices are strong and conditions most encouraging.

The incipient boom in Eastern Rye Whiskies, noted in our last letter, has developed meanwhile and some top-notch prices are reported as being paid for the leading brands. The advance of contract prices by the leading Maryland distillers has had the effect of strengthening their older inspections and strange as it may seem, there has been far more avidity about contracting this year than last season at the lower prices. According to reports, there is but a small percentage of the crops for this season still unsold, and some of the brands are bringing a premium from those who were not able to get their requirements from the distillers direct.

This is certainly a happy condition of affairs, at least for the time being, but there is always the lurking possibility of the impetus which such condition lends to speculation. However, with the limited production of last season and the promised restriction for this one, coupled with the steadily increasing consumption, there is not much to fear from this source. A little speculation or rather speculative sentiment is good at times for all concerned, but the wild days of 1899 and 1900 can readily be eliminated.

The Wine and Spirit Industrial Show, which was to have been held at Madison Square Garden, beginning October 26th, has been postponed till next year. Most of the exhibitors are concentrating their energies on their exhibits at the St. Louis Exposition, and felt that the proposed New York Show would accordingly prove inopportune.

Judge Somerville has handed down a decision sustaining the protest of F. Lavarello & Sons, of Alexandria, Va., against the assessment of 40 cents a gallon on 300 gallons of wine, a portion of the sea stores of the Italian barkentine Antonio D'Ali, which put into Alexandria in distress last March.

The Collector of that port decided that 300 gallons of wine were excessive sea stores and refused to permit them to be landed without paying duty. This ruling was accepted by the master and owners of the vessel, but they claimed the benefit of the reciprocity agreement with Italy, under which the wine was dutiable at 35 cents a gallon. Their contention has been upheld by Judge Somerville.

It is currently reported that manufacturers in several lines are preparing for an energetic fight before the next Congress for the passage of the bills introduced last Winter by Representative Boutell, of Illinois, providing for the reduction of tax on alcohol from \$1.10 to 70 cents a proof

gallon and the abolition of all tax on such alcohol as has been rendered non-potable through some denaturizing agent.

The advocates of the bills claim that there are to-day 10,000 factories, employing 300,000 persons and with an invested capital of \$500,000,000, manufacturing goods of which alcohol is a necessary ingredient, and that if alcohol were free of the tax at least 60,000 additional workmen could be employed at once.

That the startling discoveries made in this city within the past fortnight as to the use of "wood alcohol" by certain saloon-keepers, and the train of deaths which have been traced to the drinking of whisky, believed to have been compounded with it, will be used most effectively against the passage of any bill which would abolish the tax on alcohol, is very probable.

There has been considerable agitation and an unusual amount of activity amongst the Board of Health of this city and the United States Revenue Agents within the past two weeks over the epidemic of deaths in what is known as the "Stryker's Farm" district, in the vicinity of Tenth avenue and Forty-first street. According to the reports of these authorities, the deaths were caused from drinking adulterated whisky, and in their investigations traces of wood alcohol were found in the samples of whiskies taken from a number of saloons along Tenth avenue.

The daily papers have contained columns upon columns of matter on the subject; editorial notes and letters from readers galore, and if one were to believe all that he read in these articles, the whisky trade is made up of dyed in the wool criminals, who are slowly but surely compassing the extinction of mankind. Not because of the deleterious effects of whisky primarily, but the terrible poisons which they add in the form of burnt sugar, prune juice and other blending properties.

Wonderful how much ignorance can be displayed by those whose calling and positions would indicate a broader knowledge! The published utterings of some "prominent" physicians, chemists, etc., lead one to believe that their perspective is restricted to the oft-quoted eye of a needle.

Dr. Wiley's statement that "85 per cent of the whisky sold is nothing less than a cheap imitation" has produced a torrent of comment—some good and some bad. The dealers will largely have themselves to blame if the agitation against whiskies result in detrimental legislation. Every one seems to have an axe to grind. The *New York Commercial* collected opinions, which they published and the statements of different gentlemen form interesting reading to the trade, but must have an entirely different effect upon the public.

If all the interviews held by the paper had resulted in obtaining so sensible and temperate an opinion as that furnished by "an officer of a combine controlling a larger output of liquor than any other one concern in the United States," it would be a benefit to the trade at large.

We take the liberty of quoting in full the interview with the aforesaid gentleman:

"Dr. Wiley uses the words 'adulterated' and 'compounded' as though they were synonymous, whereas there is a wide difference, at least in the popular acceptance of them. It is true that the ordinary whiskies are all adulterated if you mean by that they are not chemically pure whisky. But in this part of the country there is practically no demand for pure whisky; the ordinary consumer simply

will not drink it. (In Kentucky and Tennessee, where the men are used to it, they refuse anything else, but not here.

"The blending is done in this way: A certain amount of pure whisky is mixed with pure spirits, diluted with water. There is nothing any more harmful about pure spirits than there is about any spirituous liquor, except, of course, that it is too strong to drink pure. In Chicago, Swedes and other foreigners habitually drink pure spirit diluted with three or four parts of water. When this diluted spirit is mixed with whisky it is usually necessary to deepen the color with burnt sugar, which every housekeeper uses in a dozen different ways and which certainly does not harm anyone.

"The proportion of pure whisky to diluted spirit varies according to the price at which the product is to be sold. Some blended whiskies may have five per cent pure whisky in them; others run as high as ninety per cent.

"I cannot see that a law compelling blenders to label their whisky 'blended' or 'compounded' would do much good. There is no deception about it now. Every one knows that whisky is blended and every barrel is marked by the government gauger according to its 'proof' or content of pure spirit. That gives the strength, although of course it does not give the ingredients.

"A consumer who wants the pure article can be absolutely certain of getting it by buying whisky bottled in bond. This is absolutely pure and is bottled under the eye of the government inspector at a United States Bonded Warehouse. The internal revenue stamp pasted over the cork gives the quality, the date when the whisky was placed in bond, the date when it was bottled and certifies that it is 100 proof.

"Under the law whisky in bond cannot be bottled unless it has been in the warehouse at least four years, at the end of which time it is fully matured. But as I say, there is little demand for this, comparatively speaking. A man must be educated up to it before he is willing to drink it."

NEW YORK.

Collector of Internal Revenue John C. Lynch has reported the following collections for the month of September at the San Francisco office: Lists, \$1,806 84; beer stamps, \$90,312 50; grain spirits, \$94,288 59; fruit spirits, \$35,312 07; exports, 20 cents; cigars and cigarettes, \$23,069 55; snuff, \$46 55; tobacco, \$1,824 11; special taxes, \$7,121 56; playing cards, \$26 20; total, \$253,822 17.



FERRO-QUINA KIDNEY AND LIVER BITTERS

Full 32 ounces (qt. bottles) \$10.00 per case

FERRO-QUINA BITTERS is the leading Bitters of the day. It is used in all the saloons of the city and other towns of the Coast. This new Bitters may be taken pure or mixed with Whiskey. It makes a wonderful drink mixed with Vermouth. It is a great appetizer. It is a great Tonic Bitters, and makes you feel strong and happy. As soon as you get up in the morning take about a wine-glassful in a tumbler of mineral water, and it will operate pleasantly upon your liver. We claim no other Bitters in the market can equal the **FERRO-QUINA BITTERS**. For sale in any first-class saloon.

D. P. ROSSI,
1400 Dupont St. San Francisco.
PACIFIC COAST AGENT

California Engineering and Construction Company

Rialto Building, 104 New Montgomery Street
SAN FRANCISCO, CALIFORNIA

CONTRACTORS FOR

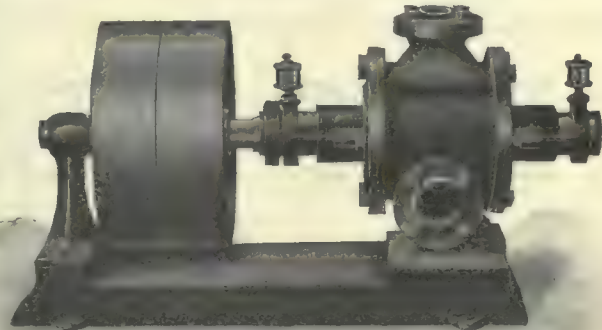
WINERIES AND BREWERIES

MANUFACTURERS OF

WINE-MAKING MACHINERY

Crushers, Hydraulic Presses, Pumps
and Filter Presses

WRITE FOR CATALOGUES



Taber Rotary Pumps
for Wine, Beer and Must



**I HAVE A
BEER OF
QUALITY**

IT'S
Rainier
BEER

JOHN RAPP & SON, Agents
SAN FRANCISCO.
Distributors in Every Town on the Coast



Cal McMahan of the Bartlett Springs Company, returned on the 26th inst. from an extended trip throughout the Northwest in the interest of the only Bartlett water. He met with success and returned convinced that there is a great virgin field in that section of Uncle Sam's domain. At the present writing he is making things tropical for the ducks up in the marshes.

The California Wine Association have good reason to congratulate themselves upon largely escaping the ravages of the great storm that wrought such havoc among the vineyards of the State. Their good luck was with the dry wine grapes. After the first downpour the grapes were in an ideal condition,—plump, sweet, and washed clean. The Association were in a position to handle the crop with great expedition and the result was that they succeeded in getting in fully seventy-five per cent of their grapes which gives them a lot of dry wine that in quality promises much for the future. Certain it is that the wines that were properly made immediately after the first storm are calculated to add much to the fame of the vinous products of California.

DOS MESAS WINES

CEDAR KNOLL WINES



AGEING FINE WINES IN BOTTLE

Announcement

I have procured the entire output of the Cedar Knoll Vineyard and Winery, Napa Co., and all the business connected therewith. This I have combined with my largely increasing business with my Dos Mesas Wines, from the Dos Mesas Vineyards and Winery in the Livermore Valley. As the hills around the Livermore Valley are justly celebrated for the production of fancy Sauternes and Clarets, so are the Napa hillsides celebrated for the highest types of Rieslings raised in California.

I have leased the old wine cellars at 319 Montgomery Street, having 5,400 feet of floor space, which is devoted to the storage of my finished wines. I shall be pleased to show interested callers through my cellar at any time, and you are cordially invited to visit me and to sample my peerless vintages.

Address H. N. CROSS, M. D., 319 Montgomery Street

The Buneman Mercantile Company, 317-319 Front street, has changed hands. The purchaser is Numa Grange, who has long been connected with the house in an important capacity. He is a thoroughly experienced man in his line, and will no doubt meet with success in the new enterprise. The specialty of the house is Boulevard whisky.

Hugh Casey, a pioneer wholesale liquor merchant of Sacramento, has retired, and placed his son, J. S. Casey, in the house he founded, and with him E. C. Kavanaugh, the new firm being entitled Casey & Kavanaugh.

Veuve Clicquot Brut was the champagne served at the New England clambake given in honor of the Society of Chemical Industry on Sept. 30, 1904.

George W. Wallenstein, representing the Star Distillery, of Cincinnati, was in the city during the month, actively promoting the interests of his house. He reported that business was coming his way in a quite satisfactory manner.

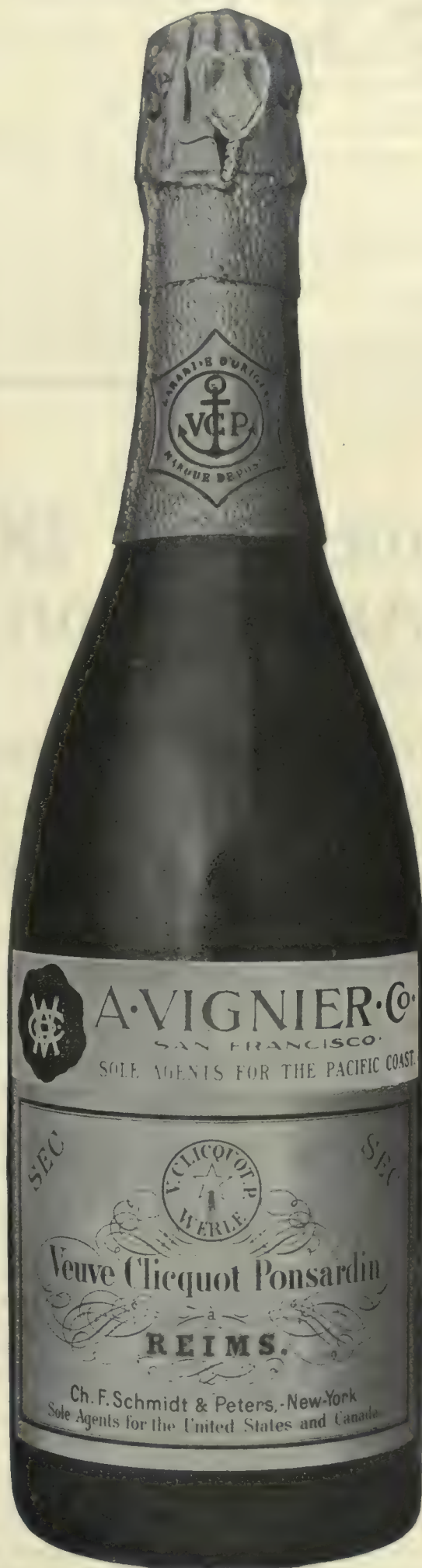
"The Genuine"



A blind man
cannot see
**Vignier's
Label**

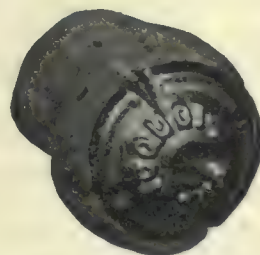
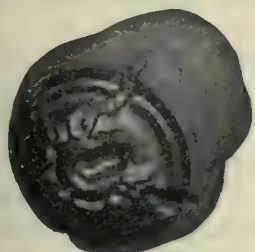
but he can tell
by the taste of
the WINE
whether the
LABEL
is on the bottle
or not

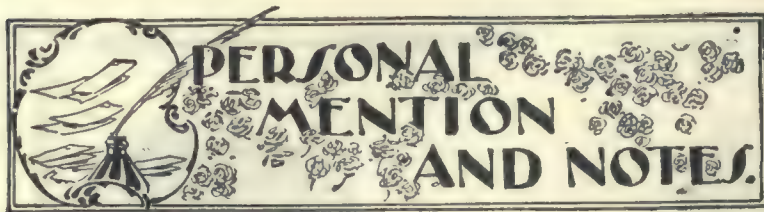
BEWARE OF A
CHEAP SUBSTITUTE



Our label
guarantees
the quality.
WE stand behind
the Label
and our standing
is based on
37 years
of honest
and fair
dealing.

A. Vignier Co.
SAN FRANCISCO





Walla Walla, Wash.—The Stahl Brewing and Malting Co. has filed articles of incorporation. The trustees are: Catherine Stahl, Oscar Hamisch, Adolph Schwarz, Wolde-mar Stockder and others. The company will own and operate breweries, saloons, ice-manufacturing plants, elevators, warehouses and refrigerator cars; sell beer, ale, porter, ice, and also buy and sell real estate. The capital is \$100,000.

Marquette whisky steadily continues its advance in public favor not only by reason of its high merits, but the manner in which Messrs. Grommes & Ullrich, distillers, have placed it upon the market. It was and is being promoted on high lines, that is being a superior whisky, the house has put forth its efforts to popularize it among high-class places and its success in this endeavor has been very gratifying. This has naturally given Marquette a great prestige which has placed it largely everywhere. E. B. Cavanaugh, Pacific Coast agent for Marquette, and the long lines of fine imported and domestic wines and liquors carried by the house of Grommes & Ullrich, returned recently from a trip to the northwest where he made some exceptionally good sales. He reports that field to be a very rich one with a splendid future. Mr. Cavanaugh left for a trip to Los Angeles and adjacent cities, the latter part of the month.

F. C. KAUDERS, PRESIDENT AND TREASURER
E. GOLDBERG, VICE PRESIDENT
EMIL POHLI, SECRETARY

EMIL POHLI, ATTORNEY

DIRECTORS:
F. C. KAUDERS E. GOLDBERG EMIL POHLI
J. R. WEBB H. KAUDERS

California Fruit Distillery Association

DISTILLERS of CORDIALS and BRANDIES

—Manufacturers of—

Whiskey Refiners and Wine Preservatives

Wholesale Dealers in

Wines and Whiskies

Distillery: 371-373-375 N. Fifth Street, San Jose

MAIN OFFICE

Safe Deposit Building Phone Main 3199 San Francisco, Cal.

Mr. Cal. C. McMahan, secretary and treasurer of the Bartlett Springs Co., San Francisco, visited the trade of this territory recently in the interests of "Bartlett Springs Mineral Water." Mr. McMahan paid this office a visit and we find him a most pleasant young gentleman, the possessor of a fine wit and humor, as sparkling and fresh as a drink of Bartlett Springs Water.—Washington Liquor Dealer.

The Russo-Japanese war is said to be partly responsible for the decrease of nearly one-third in foreign shipments of Milwaukee beer since last year. Total shipment for the summer of 1904 were to the amount of \$123,534.85, against a total of \$171,764.30 for the corresponding period of 1903.

Frank Ruhstaller Jr., who has been assistant manager of the City Brewery, Sacramento, has retired, leaving the management in the hands of Captain Frank Ruhstaller, founder of the brewery. Mr. Ruhstaller Jr. will go East for a time, and upon his return will engage in business in that city.

Henry F. Gillig, who is reported dying at Hamburg, visited San Francisco a year ago, after an absence of twenty years in Europe. His health was broken then, and it is said he must now undergo an operation in the slight hope of saving his life. He it was that proposed to establish a German colony of vineyardists on the east side of Santa Clara valley.

Reports on Damage by Sun and Storm

SONOMA COUNTY.

Charles Thomsen, Cozzens—Damage in upland vineyards, very slight but heavy in low, moist ground, some crops being almost totally spoiled for wine. About sixty-five per cent of the crop had been gathered in this immediate vicinity, but in the lowlands in the lower part of the valley much less than that amount. I look for a larger production of brandy than usual, as much of the crop was low in saccharine—fourteen to eighteen degrees—and not available for wine making. The loss from heat was from ten to fifteen per cent. Fermentation was slow at first but good after the first rain. The storm reduced the saccharine from two to four degrees in almost all vineyards. After the second rain, even hard grapes on the uplands, show signs of rotting. Another storm would destroy what is left on the vines. I believe the crop will fall much below that of last year, both in quantity and quality. The practice, resorted to in late years, of leaving too much wood on the vines, so as to force an excessively heavy crop, is perhaps as much to blame for the poor quality of the grapes as the meteorological conditions. In some vineyards, even on good soil, good grape soil, it is hard to find grapes with the proper percentage of sugar, even in the most favorable seasons

Gundlach-Bundschu Wine Co., Bacchus Vineyards, Rhine Farm, Sonoma—The damage by rain in the Sonoma Valley district can hardly be estimated definitely or accurately. The Zinfandel vineyards may have suffered to a large extent—possibly up to twenty-five per cent and in some instances considerably more. The White Wine grapes suffered more through heat in the early part of September than through rain and storm. In fact, some of the varieties at the present time, still unpicked, are in excellent condition. Of course all these grapes are raised on four to five foot stakes. Hardly one-half of the crop had been gathered before the second storm appeared. The vintage had just started when the first rain came and made it very unpleasant. The grapes first brought in indicated up to twenty-four per cent in sugar, while right after this first rain they receded to twenty per cent and some of them even less. All the crushing done at the present time indicates that the general character of the wines will be light in alcohol. The color though on the red wines is well set and appears to be rather sufficient for marketable purposes. The wines show good and ready fermentation. As this is not a brandy district no unusual quantity of brandy will be made. The price paid for grapes ranged from \$15 to \$20, according to the varieties contracted for. After the rain some unsold grapes could be bought for considerably less. We understand that some had been purchased for distillation at \$5 a ton. The vintage appears to be protracted into the first week of November.

Dresel & Co., Sonoma—The loss by rain has been considerable, but one-fourth the crop was in before the last storm. The greatest loss we sustained, was caused by the extreme heat on the 7th and 8th of September, cutting down our estimate one-third. Grapes vary in our vineyard

from twenty-one to twenty-five degrees. Yesterday, cabernet that registered twenty-five degrees before the rain, showed only twenty-two, but if we should have clear weather next week, we will still make some good wine.

Louis Bee, Cloverdale—The heat and the mildew that followed the storm spoiled about one-fourth of the grapes. One-half of the crop had been gathered. There will be about one-third more brandy made this year.

W. D. Sink, Cloverdale—The loss was fully one-third. Half the crop had been gathered. The brandy product will be larger than usual. I know of parties who had two hundred tons out at the time of the first rain and nearly everyone had from twenty-five to fifty per cent of their crop on the vines.

W. A. Chisholm, Windsor—The following deductions were made after a careful survey of the situation: Loss to crop by extreme heat, ten per cent; by September rain-storm, fifteen per cent; by October storms, fifteen per cent; made into wine, sixty per cent. About one-half of the grapes classified under loss, have been made into brandy. The foregoing statement applies to the district lying between Santa Rosa and Healdsburg.

T. L. Orr, Occidental—The loss to growers who hauled to the wineries was twenty-five per cent, to those who tried to make their own wine, sixty-five per cent. Two-thirds of the crop had been gathered before the storm. The heat destroyed about eight per cent of the crop before the last storm. All Zinfandels had been gathered before the rain came. Some hardy sweet grapes are coming in now.

Albert Gaye, Sebastopol—About one-third of the crop was damaged by heat and rain and about two thirds of the grapes had been gathered before the storm arrived. There will be no unusual production of brandy. The prices paid for grapes this year are low, so the growers say. Many of them contemplate the erection of wineries.

P. C. Rossi, President Italian-Swiss Colony—In answer to your query of the 18th, will state that our crop as well as that of our neighbors at Asti, in Sonoma county and Madera County, has proven to be one-third less than last year. This shrinkage has been due principally to the hot wave that occurred in the month of August. We did not suffer any damage by the rain as our first crops were gathered before the late rains.

SANTA CLARA COUNTY.

P. Prudhomme, San Jose—In the lowlands, where the crop was heavy, the loss was about one-fourth. On the hillsides there was not much damage. About one-fourth of the crop had been gathered. The damage by heat in September was, in some places, considerable.

P. F. Lint, Los Gatos—Very few grapes actually spoiled by rain, simply a reduction of sugar from two to three per

cent. Table grapes totally ruined for shipping, only good for brandy. About fifty per cent of wine grapes were picked before the big storm, table grapes were not ripe enough for the winery. So far as I know Zinfandel and similar varieties, fifteen dollars; brandy grapes, eight dollars per ton. In this section there will be more than an average amount of brandy made. In Santa Clara county healthy vineyards that were well cultivated did not generally suffer much from the extreme heat in September, the damage, as always in the case, was where vineyards did not have proper care and cultivation.

Paul Masson, San Jose—Valley grapes one-third loss; mountain grapes which, since the phylloxera came, constitutes the greatest portion of the Santa Clara county crop, may be conservatively estimated at two-thirds. One-third of the valley grapes was gathered before the storm, but practically none of the hillside or mountain vineyards. Much higher prices than those named in contracts, are now being offered for sound grapes. There will be no unusual output of brandy this season.

J. A. Corotto, San Jose—Wine grapes were damaged about twenty per cent by the heat and the storm reduced the saccharine from two to four degrees. Table grapes were mostly all damaged. About fifteen per cent of the crop had been gathered.

ALAMEDA COUNTY.

Wetmore-Bowen Co., Livermore.—Damage by rain not over one per cent. One-quarter of the crop had been gathered before the storm. The grape crop is one-quarter less than that of 1903, due to the extreme hot weather in August. The prices were \$16 for black, \$20 for white and \$30 for high-grade sauterne grapes.

Sara B. Smith, Olivina—About five-eighths of the crop had been gathered before the storm came. The hot, dry weather was far more injurious to our grapes than was the rain. We have all the grapes we want without buying, so we are not particularly interested in the price thereof.

C. H. Wentz, Livermore—Very little damage by rain, but the extreme heat in September reduced the crop about thirty per cent. In some places the loss was more.

Grau & Werner, Irvington and Warm Springs—The rain destroyed three-fourths of the grape crop. Only one-tenth of the grapes had been gathered when the storm came. The last storm rendered the grapes unmarketable.

NAPA COUNTY.

J. H. Wheeler, Zinfandel Station—The hot spell and rain combined, destroyed one-third of the crop. Half the total crop harvested was in before the effect of the storm manifested itself in the grapes. Though possessing a still, I shall make no brandy as I consider the outlook unfavorable for brandy. All the growers who contracted to deliver me grapes, have finished at this date, October 17th, and their deliveries aggregate but two-thirds the amount sold and named in the contracts. The loss of my own grapes by inclement weather, was one-third.

A. H. Grossman, Napa—The loss by rain was large, probably one-half in some places and less in others, the hot weather destroyed about twenty-five per cent of the grapes. There will be considerable brandy made here.

SANTA CRUZ COUNTY.

A. Liliencrantz, Aptos—The loss was fully one-half of what was left after the hot spell. No grapes had been gathered and there are none to be had. The hot wave killed seventy-five per cent of my crop as well as that of my neighbors.

Jacob Kober, Ben Lomond—Half the crop was spoiled; none had been gathered. The damage by reason of heat was heavy on table grapes, but wine grapes suffered only where the foliage was poor.

FRESNO COUNTY.

The Kirby Distilling Co., Fowler—Loss on grapes and raisins in this section at least half a million dollars; about two-thirds of the grapes were saved. Looks like an unusual output of brandy.

CONTRA COSTA COUNTY.

F. L. Husmann—Perhaps one-fourth of the crop has been made useless by the rain. One-half of the crop had been gathered before the storm. The quality cannot be as good as last year.

R. C. Terry, Clayton—I estimate the loss at one-third the crop in this vicinity; one-half the crop had been harvested. I do not look for any unusual production of brandy. At this date, October 12th, the weather is fine and picking progressing fast.

Mount Diablo Vineyard Co.—We lost no less than twenty per cent by the heat and twenty-five per cent by rain in this vicinity. Seventy-five per cent had been gathered before the storm. The prices being paid for grapes are according to their fitness for wine making. The Mount Diablo Vineyard Company was very fortunate in having most of the fine varieties picked and crushed before the storm came. All we had out in the field was some Missions.

STANISLAUS COUNTY.

H. R. Schell, Knights Ferry—Loss from rain was twenty-five per cent. Only one-quarter had been gathered before the storm. All grapes remaining on the vines since the storm, will be made into brandy. This constitutes seventy-five per cent of the crop.

SAN BENITO COUNTY.

Wm. Palmtag, Hollister—The rain has not damaged my grapes as the vines are trained up well from the ground, and dried out readily. We had two and one-half inches of rain here. I will make about 60,000 gallons of wine this season.

Golden Eagle Distilleries Co., Inc.

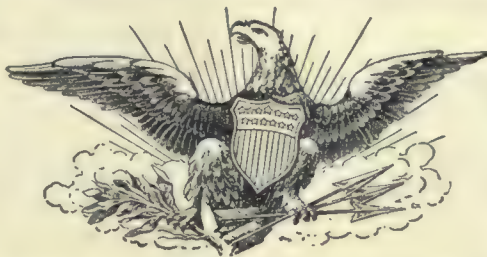
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TOM PARKER

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We have largely increased our facilities for storing, handling, maturing and shipping our products. We have added considerable space, and our accommodations in our new "Bacchus Cellars" are simply perfect, and our California Wines and Brandies are as choice and well selected as ever. Give us a call!

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434-444 Bryant St., San Francisco

TELEPHONE MAIN 681

(Grape Crop Report, concluded)

MERCED COUNTY.

Sierra Vista Vineyard Co., Minturn—The storm did very little damage here, as three-quarters of the crop had been picked. The heat in September, however, damaged the crop from twenty-five to thirty per cent.

SACRAMENTO COUNTY.

California Winery—Roughly estimated, the damage in this section is \$75,000. About two-thirds of the crop had been gathered. There will be no extra output of brandy here. Rain has reduced the sugar in all grapes several points.

SOUTHERN CALIFORNIA.

Sierra Madre Vintage Co., Lamanda—Very little rain here, no material damage done. Crops are running short of all estimates. Many varieties are producing only one-half as compared with last year. Lack of winter rains and the hot summer were the causes. The production of sweets will be much less than last year.

A. York & Sons, Templeton—At least one-half of the crop was ruined by rain and heat. Picking had not commenced before the first rain. No set price is being paid for grapes. The owners will be paid according to the price of wine when it is marketable.

Jacob Rudel, San Gabriel—No damage by the last storm or the heat, but the storm in August reduced the crop fully one-third in this section.

George C. Kuchel, Escondido—No damage here, no grapes for sale in this locality; the heat in September was no more than was needed. The grapes are in fine condition to make a good grade of wine.

G. F. Merriam & Son, San Marcos—No damage from rain here, crop all in. Extreme heat, an average of ninety-two degrees daily from July 20th to September 10th, killed many young vineyards and added greatly to the ravages of the Anaheim disease.

Charles A. Boege, Anaheim—About fifty per cent of the grapes had been gathered before the storm. There will be no abnormal production of brandy. The hot spell in September dried up some of the grapes.

James Bracken, Nordhoff—Only one-third of the crop had been gathered. The greatest damage was caused by

birds—linnets—eating the grapes. After the rain the mildew came and destroyed one-quarter of what was left.

C. O. Rust, Anaheim—Little damage done. About one-half the crop had been gathered. Probably more brandy will be made than last year.

L. Christin, Napa—About one-half the crop had been gathered before the rain. It is too early to tell what wine will have to be distilled, but grapes are low in sugar and first-class wines will be scarce.

Beringer Bros., St. Helena—Estimated damage to our crop by storm about one-eighth. About three-fourths of the grapes had been gathered.

Martin W. Joost, Martinez—The damage to the crop by the storm was only about ten per cent on the lowlands, but during the heat in September the grapes on my place were damaged about forty per cent and those that are still on the vines will not stand shipping—they are too soft. I think there will be an unusual quantity of brandy produced.

John Swett & Son, Martinez—Have ascertained that almost every winery in the county is short on production from twenty-five to fifty per cent, besides which quality will probably not be up to standard. Sugar has run lower than ever before, in many cases seventeen and eighteen to twenty-one.

Two Zinfandel vineyards near here that had over a hundred tons each last year have picked about one-half that amount this year. It rained over six inches and Tokays have rotted badly. Take it all in all it has been a very unsatisfactory year.

Liquor dealers from all over the State of Illinois attended the State Retail Liquor Dealers' Convention held at Belleville, Ill., near St. Louis, September 20th-23rd. Incidentally they took in the World's Fair good and proper. In fact, the exposition grounds were fairly alive with them. Naturally the exhibit which attracted most attention was the model distillery of the Sunny Brook Distillery Co., of Louisville, Ky., near the Agricultural Building. Special preparations had been made then for the entertainment of the many customers and friends of Sunny Brook Whisky and a corps of demonstrators took all the visitors through the entire plant, showing the complete process of distilling high class whisky, from the grinding of the grain to the drawing off of the finished product into the ornamental casks used by the Sunny Brook people for whisky made at the Fair. How much the exhibit and the treatment accorded them pleased the dealers is best expressed by an exclamation of one of the visitors which was overheard just as he was leaving, "Sunny Brook is certainly the biggest thing at this Fair."

WINE MAKING MACHINERY

FRANK C. BIRCH, Mechanical and Consulting Engineer

519 MISSION STREET

Merle Building

SAN FRANCISCO, CAL.

Pure Food Congress Endorses Bond Bottled Goods.

NATIONAL WHOLESALE LIQUOR DEALERS ASSOCIATION OF AMERICA.

PITTSBURG, October 13, 1904.

EDITOR PACIFIC WINE AND SPIRIT REVIEW. Dear Sir: On the 30th ult., at the Pure Food Congress at St. Louis, the sub-committee on resolutions reported to the general committee on resolutions, the following resolution for adoption:

"Resolved, That this Congress recommends the establishment of standards for the purity and quality of alcoholic beverages and urges the committee appointed by the Secretary of Agriculture to take steps toward the formation of these standards. That all whiskies be labeled to show the true age and the place and process of manufacture, and

"WHEREAS, The unbroken United States bottling in bond stamp guarantees the true age, and place and process of manufacture, and the proof of whiskies bottled in bond, and is an absolute guarantee that the product has been ripened in wood for the length of time stated on the label, therefore be it

"Resolved, That this Congress endorses the United States bottling, and bond act as a means whereby the purchaser can identify the age, proof, place and process of manufacture of whiskies ripened or aged in wood."

Mr. Hough, the attorney for this Association appeared before the general committee and argued against the adoption of the above resolution, and submitted for adoption the following resolution passed by this Association at the New York Convention:

"Resolved, That the National Wholesale Liquor Dealers' Association of America, representing in its membership, all branches of the whisky interest, advocates the pure food principle and recommends the passage of a law which shall prohibit the sale of any whiskies which contain any poisonous or deleterious substances whatever, whether added or otherwise, but condemns those provisions of the McCumber Pure Food Bill, which tend to discriminate against blended whiskies, in favor of what are commercially termed straight whiskies, without reference to their purity or impurity."

As a result of Mr. Hough's argument, the general committee on resolutions as a compromise voted to table the

resolutions reported by the sub-committee and voted simply to reaffirm the resolution adopted at the St. Paul meeting a year ago, approving the bottling in bond act.

Yours very truly,

DAVID STAUBER, Secretary.

From California Fruit Distillery Association.

WE beg to announce that we are about to begin business as distillers of high grade California fruits and intend to put upon the market special California products.

We will distill a complete line of cordials and brandies in our own distillery, which will be located in San Jose and will be one of the largest and best equipped plants in the United States. Further, we will make all kinds of wine and deal in wine and whisky by wholesale. Our Mr. Kauders has had twenty-four years of experience in this line of business, here and abroad and is thoroughly competent and familiar with the business in which we are embarking.

Each department will be perfectly organized and equipped with all the latest facilities and will be in charge of carefully selected, thoroughly experienced and courteous employees.

We assure you that if you will give us your valued patronage, we will treat your business as absolutely confidential. You will receive prompt attention and just treatment. We remain,

Respectfully yours,

California Fruit Distillery Association.

From Carstairs, McCall & Co.

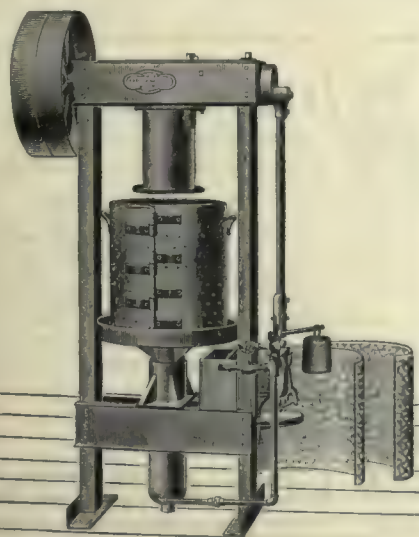
PHILADELPHIA, Oct. 13, 1904.

Dear Sir:—We beg leave to announce the removal of our offices and warehouses from above address to our new buildings, Nos. 254-256 South Third street, where our larger facilities will enable us to more promptly handle our constantly increasing business.

Thanking you for past favors and soliciting a continuance of same, we remain

Very truly yours,

CARSTAIRS, MCCALL & Co.



HYDRAULIC WINE PRESSES

ALL SIZES, BOTH HAND AND POWER.
CAPACITIES FROM 25 TO 300 BARRELS PER DAY.

The extra yield of Juice obtained by our presses will pay for a press in time. A custom press is a money-making proposition.

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To Encourage the Use of Wine.

It is strange and very unfortunate for the people of the United States that a population of eighty million persons does not consume fifty million gallons of wine or only about one-half gallon per capita, whilst France and Italy combined, with no larger population, consume two billion gallons, or about fifty gallons per capita.

In so-called temperance or more properly called prohibition America, unfortunately intoxication exists to an alarming extent, causing more misery than any other evil in the country, whilst in the wine-drinking countries of Europe, where every man, woman and child use this healthy beverage at their meals, intoxication is almost unknown.

To educate the American people therefore to the general use of wine at their meals would be a blessing to the people of this country, and it is the duty of the grape-grower and wine-maker to take such measures as may reach to this end.

A movement has been started in the right direction by separating the saloon from the wine traffic. In France and Italy heavy license is charged for the sale of alcoholic beverages, whilst table wines are encouraged and allowed to be sold without any license or taxation whatever. If our law-makers in municipalities, States and in Congress will take this important matter into their serious consideration and pass such laws to encourage the universal use of wine by the American people, they will indeed become public benefactors.

California now produces as fine wines and some qualities superior to those produced in any part of the world. The fact that England, Switzerland, Belgium and Germany take our wine in preference to those of their neighboring country, even at a higher price of freight and duty, is an undeniable proof that our wines are preferable.

Therefore the American people have no further excuse for drinking wine with foreign labels. They should ask for pure California wine and insist on California labels.—*Andrea Sbarboro in Criterion.*

"Collier's" on Patent Medicine.

The sins of alcohol are often celebrated, but usually the alcohol so vituperated is in the form of whiskey, gin or other compound intended ostensibly for pleasure. It is a satisfaction, therefore, to see the evil assailed in a form which wears the garb of virtue. Mr. Bok, famous purveyor of manners and morality, is a man of contrast. Not long ago he published an essay on extortion in New York, which from end to end was undiluted "fake." Now, however, he appears with an article of which any journalist might be proud, attacking an outrage with truth and potency. The people who drink or eat patent medicines number millions. Some do it to save doctors' bills, others because they find the patent medicine more effective, since no reputable doctor would give in quantity and kind what the patent medicine contains. Beer contains from 2 to 5 per cent of alcohol. Lydia Pinkham's Vegetable Compound contains 20.6 per cent of alcohol, Paine's Celery Compound 21, Ayer's Sarsaparilla 26.2, Hood's Sarsaparilla 18.8, Vinol 28.5, Parker's Tonic 41.6, Boker's Stomach Bitters 42.6, Hostetter's Stomach Bitters 44.3, Warner's Safe Tonic Bitters 35.7, and so on, through a long list given by Mr. Bok, which all who are their own doctors may read in the *Ladies' Home Journal* for May. Opium, digitalis and other powerful drugs also add to the power of these "medicines," by which drunkards are formed and babies are poisoned at the breast. Nothing succeeds like success, and a person who has been cheered by one of these compounds goes about enthusiastically urging it on his friends. Much virtue in a name. Call a mixture by some moral title and thousands will swallow and advocate it who would hesitate at absinthe or raw gin. The law, which forbids harmless oleomargarine to be sold as butter, does not prevent these poisons from being sold as "non-alcoholic." The Woman's Christian Temperance Union busies itself with such important matters as christening ships with wine. Life insurance companies, more intelligent, have begun to ask their applicants whether they have the habit of using patent medicine. These preparations are popular in prohibition States.—*Collier's Weekly.*

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R. M. WOOD, Editor.

NEW ADVERTISEMENTS THIS ISSUE

Dos Mesas Wines, Dr. H. N. Cross.....	1/2 page
Manuel Lopez Cigars	1/4 page
Paul P. Bernard & Co., Rubber Stamps.....	1/4 page
Tia Juana Mineral Water Co.....	1/4 page
California Fruit Distillery Association.....	1/2 page

RE-CONSTRUCTED

Rainier Beer.....	
Hunter Rye.....	
A. Vignier Co.....	
F. C. Birch.....	
Old Kirk.....	
G. & L. Fratelli Cora, enlarged.....	
The Loew Filter Co.....	
Southern Pacific Co.....	

California Wines Need Protection

THE REVIEW has no politics, but it has the welfare of the wine industry of California at heart always. Therefore it cannot view the possibility of the election of a Democratic delegation from this State, without deep concern. Any tinkering with the tariff that would reduce the duty on the native product, would mean ruination to the industry, which is yet in its infancy and fighting for existence. A Democratic administration, with a Democratic Congress, would spell tariff reduction. The California producer of wines or fruits is of necessity a protectionist and should therefore vote to send a solid Republican delegation to Washington at this election. This is purely a policy of self preservation.

Annual Exports by Rail and Sea.

ON page nine of this issue will be found the annual figures showing the exports of California wines and brandies by rail and sea during the fiscal year ending June 30, 1904. The Southern Pacific and Santa Fe Railway Companies were not able to get the figures compiled as early as usual, hence the totals are one month later this year. They are, however, of much importance, as they constitute our only source of knowledge as to the quantity of wine sent out of the State by rail. Incidentally, the REVIEW is the only journal that publishes this news.

Would Not Notice California's Victories.

THE daily papers notwithstanding all their parade of alleged interest in the welfare of the State, and consequently, in all its industries, large or small, constitute a cheap lot, and the proof of this assertion is to be found in their own columns. The victories of California at the World's Fair, are certainly news of the greatest interest to the entire State, but, nevertheless, there was only one daily paper that published the awards, notwithstanding our exhibits won unexampled distinction at the Exposition. Here is the explanation of this remarkable fact: The *Call* had the enterprise to send a special representative to the fair while the other fat dailies depended on the Associated Press for news. As a consequence, the *Call* on the 20th inst. published exclusively, the grand list of prizes won by this State, in a contest against the world. This was vital news, but because they were "scooped," none of the other papers deigned to mention the awards, either in the news or editorial columns. That was certainly juvenile journalism with a vengeance and ought to cost such cheap editors a long list of subscribers.

The California Promotion Committee should take these children of a larger growth in hand and promote some common sense and consistency in their policy. Such publications are worse than enemies of the Commonwealth, they are false friends.

Mr. Vance's Mission to California.

MR. LEE J. VANCE, editor and publisher of the *American Wine Press*, New York, paid the REVIEW a pleasant visit during the latter part of the month. Mr. Vance, who is Secretary of the American Wine Growers' Association, came to California for the purpose of doing missionary work, toward inducing the wine growers of California to join the afore-mentioned association. He found that there are some difficulties to surmount, but believes that at an early date a way will be found to accomplish the desired end.

"If it becomes necessary," said Mr. Vance, the Eastern winemen, who are representative of the native wine industry beyond the Rockies, will charter a special car and come out here to get acquainted with your people—let them see what we look like—and I feel assured that the impression they will make will be a favorable one. That might lead to a return visit of the Californians."

During the discussion of the situation, Mr. Vance and the editor of the REVIEW arrived at the conclusion that the interests of the native wine industry would be best conserved by the promotion of harmony between the East and West, to the end that the American people may become educated to appreciate and consume the products of American vineyards to the extent to which their merits entitle them. The future will work out the details of the problem.

Mr. Vance is a gentleman of pleasing address, an impressive personality and a rattling good talker, whether the subject be wines or the delights of angling in fat waters.

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CALIFORNIA WINES WIN WORLD-WIDE FAME.

THE wines and brandies of California made a splendid record at the Louisiana Purchase Exposition in competition with the products of all the rest of the wine-producing world, and one that will tend to more rapidly bring them to the notice of those people of the United States, who are stubborn in their belief that good wines cannot be produced in this country, and who drink "by the label." The proud record to the credit of California viniculture is four grand prizes, sixteen gold medals, twelve silver and five bronze medals. Naturally there are some heart burnings and there will, we understand, be some protests that may increase the number of prizes in this class to some extent. It is stated that the magnificent Golden Wine Temple is to be given a grand prize for the reason that it is the most classic and artistic exhibit in the building. Herewith is the roster of honor:

GRAND PRIZES.

California Commission	Wine
Dresel & Co., Sonoma	Wines
W. S. Keyes & Son, Howell Mountain, Napa Co.	Wines
Paul Masson Champagne Co., San Jose	Wines

GOLD MEDALS.

Long Syrup Refining Co., San Francisco	
..... Crystalized Fruits and Maraschino Cherries	
California Wine Association, San Francisco	Wines
Chauche & Bon, San Francisco	Wines
A. Finke's Widow, San Francisco	Wines
Gundlach, Bundschu Wine Co., San Francisco	Wines
Italian-Swiss Co., San Francisco	Wines
Mt. Diablo Wine Co., San Francisco	Wines
Napa and Sonoma Wine Co., San Francisco	Wines
A. Repsold & Co., San Francisco	Brandies
Wetmore, Bowen Co., San Francisco	Wines
P. C. Rossi, San Francisco	Vermouth
Rosenblatt Co., San Francisco	Apricot Brandy
H. Jevne, Los Angeles	Wines
Sierra Madre Vintage Co., Los Angeles	Wines
H. J. Woolacott, Los Angeles	Wines

California Winery, Sacramento	Wines
Barton Estate, Limited, Fresno	Wines

SILVER MEDALS.

E. Martinoni, San Francisco	Vermouth
E. G. Lyons & Raas Co., San Francisco	Brandies
California Wine and Brandy Co., San Francisco	Wines
French-American Wine Co., San Francisco	Wines
Lachman & Jacobi, San Francisco	Wines
C. Schilling & Co., San Francisco	Wines
Los Angeles Brewing Co., Los Angeles	Malt and Beer
Italian Vineyard Co., Los Angeles	Wines
Southern California Wine Co., Los Angeles	Wines
Citrus Products Co., San Diego	Fruit and Lemon Juice
Cook's Springs Mineral Water Co., Sacramento	
County	Mineral Water
Pure Water Co., Berkeley	Waters
Dr. H. N. Cross, Livermore	Wines
Brun & Chaix, Oakville	Wines
El Quito Olive and Vine Farm, San Jose	Wines
Pacific Congress Springs, San Jose	Mineral Water
Golden West Soda Works, Santa Clara County	
.....	Mineral Water

BRONZE MEDALS.

Wm. Hoelscher & Co., San Francisco	Wines
C. M. Mann Co., San Francisco	Wines
Schlessinger & Bender, San Francisco	Wines
Ed. Germain Wine Co., Los Angeles	Wines
P. K. D. Kingsburg, San Bernardino	Lemon Juice
El Dorado Brewing Co., Stockton	Beer
J. C. Mazel, Loomis	Wines
John S. Fouts, Colusa	Mineral Water
Castle Rock Mineral Springs Co., Castella	Mineral Water
John Swett & Son, Martinez	Grape Juice
Mihalovich-Fletcher Co., Los Gatos	Fruits
Martin & Correglino, Clayton	Wines
Alhambra Mineral Water Co., Contra Costa County	
.....	Mineral Water

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Stockton.—Schuler Vineyard Co.; capital stock \$75,000, shares \$1 each; directors—G. F., C. W. and J. W. Schuler, L. M. Haight, K. C. Brueck.

Los Angeles.—The Home Glass Co. has been incorporated with a capital stock of \$75,000, of which \$35,000 has been subscribed. The directors are: E. E. and S. C. Parsons, W. and F. J. Henshaw and E. L. Brady, all of Los Angeles.

The new E. G. Furber distillery at Cloverdale, has been completed and surveyed. It is said that Mr. Furber intends to make quite a quantity of brandy this season.

The California Grape Growers' Association shipped their first carload of brandy yesterday. In quality the brandy was 177 proof and was consigned to Los Angeles.—*Fresno Republican*, October 13.

Grape picking is practically completed in all sections of Sonoma County. The wineries, which have been running night and day, will soon cease from their grinding and crushing.—*Santa Rosa Republican* October 21.

The Migliavacca winery at Napa crushed thirty-two carloads of grapes from the Santa Rosa section. This is equivalent to 800 tons. The winery is one of the largest of the independent concerns in the State, and is usually a large buyer of Sonoma County grapes.

This part of the county suffered considerably from the recent rains, but not nearly as much as the lower part of the county, as most of the vineyardists had their grapes hauled to the winery. Those that are still on the vines, and are not fit for wine will probably make brandy.—*Reveille*.

Elbert A. Covell, the Woodbridge grape grower, states that his table grapes yielded \$125 per acre this year, notwithstanding that he lost half his crop by reason of the untimely rains. The damaged grapes sold for \$7 per ton on the vines.—*Record*.

Two Armenian vineyardists, B. M. Rustigian and A. M. Shohian, were arrested at Fresno by Deputy United States Marshal Parker Timmins and charged before Frank Laning, Court Commissioner, with conducting a distillery without Government recognition. Both men have been manufacturing brandy. The authorities have been trying to locate the still for several months.—*Reveille*.

So much of the grape crop as was on the vines when the last storm began is practically ruined. Only a few tons more will be crushed at the winery this season.

The eastern shipment of Tokays is over, but Cornichons and Emperors have not been so badly damaged and there

will be a few more shipments unless there should be more rain than is anticipated.—*Yolo Democrat*.

The storm that was in progress last week when the *Star* went to press continued until Tuesday, the rainfall amounting to 3.75 inches. Vineyardists report less damage to the crop than was at first expected. Conservative estimates place the loss from the hot spell early in September and from the rain about 25 per cent of the crop.

The first crop of grapes has been harvested in the vineyards of Chiles, Jackson, Garcia and others. The picking at the Lomitas vineyard will be finished in a few days, when the work will be commenced on the second crop. On account of frost, mildew, heat and rain successively the year has not proven to be a propitious one.—*Star*, October 21.

E. W. Churchill, manager of To-Kalon Vineyard Co., says the recent big rain storm has done little damage to the grape crop on his place; that the grapes on resistant vines are trained up high enough not to touch the ground and with clear weather from this on the vintage of 1904 will proceed prosperously.

LOS GATOS, Oct. 10.—The Los Gatos co-operative winery and the winery of the Los Gatos and Saratoga Wine Company are very busy now receiving and crushing grapes. The crop of wine grapes is not so large this season as last, and the recent rains have rendered the harvest somewhat disagreeable, and yet there is a constant stream of teams unloading throughout the day and to quite a late hour each night.

The two storms of the past few weeks have done an immense amount of damage to the grape growers in this vicinity. The loss will be especially heavy on the large growers, who were unable to gather their crops before the second damaging storm began. It is estimated that at least 2,000 tons of grapes have been ruined, which at prevailing prices means a loss to the district of \$30,000. A great many will go into the still for brandy, but many are not even fit for that.—*Healdsburg Tribune*.

The rain kept up last week until Sunday evening and the fall amounted to 5.50 inches, which was the largest precipitation ever recorded here in September. In some places the grape crop was damaged considerable, but on the whole the loss has been estimated at from ten to fifteen per cent. The warm weather that followed the storm brought up the percentage of sugar, and grape picking is now in full blast and the crop will be cared for as rapidly as possible. The output on the whole will be very good this year throughout this section of the country.—*Napa Register*, October 7.

Although nearly all vineyards of wine grapes here and elsewhere escaped serious damage by the first big storm of the season very few vineyardists hoped for the same result with the second storm which was more prolonged and was not followed by a drying north wind. Napa and Sonoma vineyardists report a heavy loss but Livermore Valley has again had remarkably good luck. The white grapes are considerably injured but the black varieties escaped with

practically no damage. The light yield of grapes which is the rule here enabled the air to circulate freely and dry the clusters while with the heavy-yielding varieties the grapes were softened by the rain and crushed by their own weight.

Picking has been considerably delayed by the unfavorable weather and will not be completed before the middle of November.—Livermore *Herald*.

Want Another Winery.

THIS season's experience has taught the grape growers the necessity for at least one more winery in this portion of the county.

The two that are now in operation have not sufficient capacity to handle the crop, and with increased production this will be more in evidence.

But what the growers most need is an independent winery. Elsewhere in the State where there are wineries not controlled by the combine the growers are receiving from \$12 to \$14 per ton for their grapes—nearly twice the amount paid in this county.

With proper management and a market for the product secured, a co-operative winery would be advisable.—Lodi *Sentinel*.

They Would Raise Similar Melons.

SECRETARY SHAW tells a story at the expense of some disciples of the prohibition faith. There were some good and well-meaning people, he said, who volunteered to look after the interests of society in general. They subscribed to the tenets that forbade the quaffing from the cup that smacked of liquor. They gave a banquet wondrous in the moderation of its menu. Watermelons wound up their festal itinerary. Now, some creature in whom dwelt the spirit of the wicked had poured champagne into the watermelons. The sparkling stuff permeated the fruit from end to end and left its impress—at full strength—from base to circumference. Each one of that faithful band of abstemious citizens smacked his lips unconsciously, and then quickly glanced at his companions. They looked suspiciously at one another. Then they resumed the attack on the luscious melons with renewed vigor, and slyly extracted the seeds and put them in their vest pockets.—*Collier's*.

Glad to Get The Review.

ST. LOUIS, Mo., Sept. 24, 1904.

Editor *Pacific Wine & Spirit Review*,

San Francisco, Cal.

Dear Sir: The copy of your paper so kindly sent by you to the San Francisco building is read with interest by the visiting San Franciscans and others and is greatly appreciated.

Permit me to thank you on behalf of the Committee for your kindness in sending the same.

Sincerely yours,

J. W. ERWIN,
Manager S. F. Building.

French and California Wines in Competition.

ACCORDING to a dispatch in the *Chronicle* from Washington, United States Consul Covert, at Lyons, France, reports that the decline in the exports of French wine since 1893 has reached \$135,000,000. It is worthy of more than passing note that one of the principal reasons assigned for this falling off is the fact that California wines have made great inroads into the trade of France.

All who write from England, the dispatch adds, are evidently alarmed at the competition of California wines. They say that France is invulnerable, but she must satisfy the demand for good table wine at a fair price, which can be had from California and Australia. One correspondent says that "Italy with its Chianti, Spain with its Rioja, Germany with its Rhine wines, and above all Australia and California with their imitation Bordeaux and Burgundy, have materially injured the flourishing market of France."

As a result of the increased competition of Italy and Spain and also of the growing importance of the imports into England from Australia and California, France has been hit in a business in which she enjoyed a monopoly—the wines of Bordeaux and Burgundy.

Manager Paul Wessenger will increase the capacity of the Weinhard brewery, Portland, Ore., from 75,000 barrels to 125,000 barrels. An old department will be torn out and remodeled at a cost of about \$20,000.

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California Wine for Passover.

THE Jewish community of the United States will have its Passover wine and brandy made in California. Rabbi H. Grodinsky of Omaha, Neb., and Rabbi Cohn of the Congregation Bransker, New York City, have been sent out to the Fresno vineyards by a company in the East, to which will be sent the wine and brandy to be distributed to various cities in America.

The value of the wine and brandy which will be made in Fresno for the special religious occasion is estimated at \$50,000.

Knew It Was Good.

THE California delegation had their headquarters at the Jefferson, on the first floor. They came with a car load of wine and fruits and attempted to keep "open house." But the whole lot would have been consumed the first forenoon had they not resorted to the plan of keeping their door locked and in charge of a guard. And all through the convention a swarm of thirsty Democrats hung about the door thereof peeking into the windows and wondering if their turn would ever come for a nip. The Californiaites were so troubled with the throng that it is likely they will not attempt to keep "open house" again at another Democratic convention unless they substitute milk for wine.—*New Voice on St. Louis Convention.*

The City Council of Oakland has adopted a resolution which declares that no saloon liquor license will be granted at a new location in a residence district when there is a bona-fide protest from residents in the neighborhood of the proposed saloon.

A deal by which the Reno and the Elite breweries are to be consolidated into one corporation which will build an immense plant here is on the eve of being consummated. The first step toward a consolidation was taken several days ago, when the Reno Brewing Co. filed articles of incorporation with a capital stock of \$175,000. In addition to this plant of the Reno brewery is being rebuilt and fitted up in order to increase its capacity, as the new company expects to use it for manufacturing purposes.

The tide of travel is now turning strongly towards St. Louis, for with the beginning of autumn breezes the dread of the notorious St. Louis summer is disappearing. From all over the length and breadth of the land, thousands of people are pouring into the exposition city and all indications point to an enormous attendance during the fall months. Without question the Fair eclipses in splendor and magnitude anything attempted in that line heretofore, and this is especially true of several of the magnificent individual exhibits made by the manufacturers of some world famous products. The largest and most interesting of these is unquestionably the model distillery in full operation located opposite the Agricultural Building on the

main road to the Philippine Reservation. This exhibit is crowded daily from morn till night and attracts more visitors than a good many of the curiosity shows "Down on the Pike"—a sign that the American people (and foreigners too for that matter) are highly interested in and anxious to see the scientific methods employed in the distillation of the famous whiskies of Kentucky. The genuine old-fashioned small tub hand-made sour mash process is used and visitors are shown through the entire plant from the grinding of the grain to the drawing off of the whisky into Sunny Brook casks. On account of the strict regulations with which Uncle Sam surrounds the operation of a distillery, it has heretofore been practically impossible to run such a plant for exhibition purposes and the Sunny Brook Distillery Co. of Louisville, Ky., certainly deserves ample credit for their enterprise in overcoming these difficulties. No one visiting the exposition should fail to pay the Sunny Brook Distillery a call.

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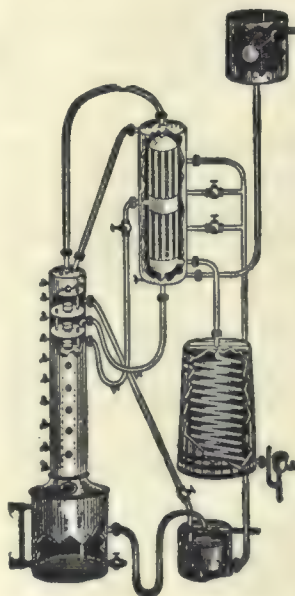
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Internal Revenue and Customs Rulings.

Italian Reciprocity.

Still wine from Italy, which forms part of the excess of sea stores of a vessel, is entitled to the reduced rates of duty prescribed by the Italian reciprocity agreement, when entered for consumption under article 107 of the general Treasury regulations.

Brewers' Bonds.

A second bond filed during the four-year period is merely cumulative and does not release the first.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., October 15, 1904.

SIR: Your letter of the 12th instant has been received, submitting the following question:

"A brewing company files a bond under Form 20, revised September 19, 1898, which we understand is in force for four years. A year subsequent to the filing of said bond the brewer files another bond with another surety upon the same engagement. Does the filing of the second bond release the first, or can it be held jointly with the second bond filed until the termination of the four-year period?"

The second bond does not have the effect of releasing the first, but is to be regarded as merely cumulative and not as taking the place of the first bond during the four-year period, in view of the Commissioner's ruling No. 697 in Treasury Decisions, 1903 (vol. 6, p. 92), which will be shown you at the office of Collector Treat, No. 150 Nassau street, New York.

Respectfully, J. C. WHEELER, Acting Commissioner.
MR. SAMUEL H. SHRIVER, New York.

Bonded Goods in Glass.

The consumption of bottled goods of all kinds has increased enormously, due largely to the fact that it is a convenient form to supply for home use in local option territory. Even those who were accustomed to take an occasional drink when the bar was convenient, are buying now by the bottle, and consume more, like cigar smokers who, when they get into the habit of buying by the box, as a rule smoke more than when buying a cigar at a time.—*Criterion*.

"Of course you were perfectly sober," asked the Court, in a forgiving tone.

"Well, I had taken a few because I felt bad," replied the prisoner at the bar.

"Oh, then you had a little jag on," remarked the Court, as he raised his eyebrows.

"Yes, just a little one," again responded the old-timer.

"Well, we charge \$5 for little ones and \$10 for big ones," replied the Court, "and as you declare you had a little jag on and the officer says you carried an awful load, I'll decide for myself. Ten dollars or thirty days," and the old-timer was led into the bull pen.

Two Striking Examples.

THE late Lord Chief Justice Coleridge was once, while a Judge on Circuit, trying an important case of right-of-way which came before the assizes at Exeter, and two of the chief witnesses who appeared during the hearing were brothers. To his Lordship's great astonishment one of them spoke of having known the path in dispute for ninety years.

"What!" exclaimed Lord Coleridge. "Then how old do you say you are?"

"I be turned ninety-six," replied the witness. "I be an outer T. T. (teetotaller), my lord."

"Ah, gentlemen," said his lordship, as with twinkling eye he turned meaningly toward the assembled lawyers, "what an example to you all!"

"But wait a bit, my lord," said the learned counsel who just then had the witness in hand.

Evidence was next given by a well-preserved old man, brother of the last witness, who swore to having known the path very thoroughly for ninety-two years.

"Then how old are you?" asked the Judge.

"Well, I be over ninety-eight, my lord," was the answer.

"And without doubt you must have been, like your brother, a total abstainer all your life."

"Me, my lord," exclaimed the veteran, with undisguised contempt, "I never went ta bed sober a' ma life—if I could get a sup o' owt!"

"There, my lord!" said the counsel, turning to the Judge, "what an example to your lordship."—*The Australian Wine and Spirit News*.



Can You Enjoy a Square Meal?

Do you sit down at the table with a fine appetite intending to enjoy your meal immensely and after a few mouthfuls give up in despair? That's a typical "well along" case of indigestion or dyspepsia. Hundreds, yes, thousands are in the same boat and are willing to do almost anything to be as they used to—healthy, well and strong with a good sound stomach.

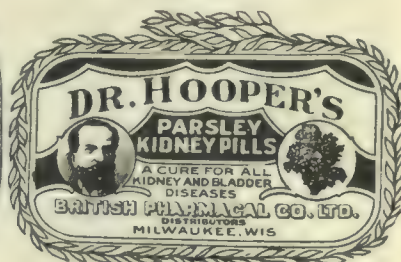
The best and quickest cure offered to that big army of sufferers is

Dr. Spencer's English Dyspepsia Wafers

The curing powers of these wafers are very simple to understand. They are natural in their workings and effects, taking up the work of the worn and wasted stomachs, digesting the food thoroughly and completely. British Pharmacal Co., Milwaukee, Wis., Distributors.

Price, 50 cents a Box.

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Men—Women Children

Weak Kidneys Cured Forever

If you have a pain or dull ache in the back it is unmistakable evidence of kidney trouble. It is a warning to tell you trouble is ahead unless you remedy the cause immediately.

Lame back is only one symptom of kidney trouble. Other symptoms are, being obliged to pass water often during the day and to get up many times during the night, inability to hold your urine, smarting or irritation, passing brick-dust or sediment in the urine, catarrh of the bladder, uric acid, constant headache, dizziness, sleeplessness, nervousness, irregular heart beating, rheumatism, bloating, irritability, worn-out feeling, lack of ambition and sallow complexion.

Hooper's Parsley Kidney Pills are proving to be the most wonderful cure ever gotten out for weak and diseased Kidneys.

British Pharmacal Co., Milwaukee, Wis., Distributors.

Price, 50 cents a box.

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Internal Revenue and Customs Rulings.

(832.)

Collection of Tax by Distrainment.

Collection of taxes due on account of excessive loss of spirits in warehouse may be made by distrainment. The tax should be assessed before making distrainment.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., October 6, 1904.

SIR: Yours of the 3rd instant is received, concerning distrainment proceedings to enforce collection of taxes due on account of excessive loss of spirits in warehouse No. 2 of _____ Distilling Company.

You state that you distrained the spirits and personal property under Section 3190, Revised Statutes, on September 7, 1904, in advance of assessment of tax, and on September 17th you distrained the real estate—some 104 acres of land—under Section 3197, Revised Statutes; and the minimum price not being bid in either case, the personal and real property were declared purchased for the United States.

You refer to office letter of the 14th ultimo which instructed you to await receipt of August list, which carried the assessment, and you ask if it is desired that the distrainment proceedings already taken should be annulled and new proceedings instituted.

In reply, you are advised that while Section 3251, Revised Statutes amended, creates a lien in favor of the Government for the tax on all spirits from the time they are brought into existence, Section 3293, Revised Statutes amended, provides a method of enforcing such lien as to spirits in packages from which there has been excessive loss in warehouse, as follows:

If the tax is not paid on demand, the collector shall report the amount due upon his next monthly list, and it shall be assessed and collected as other taxes are assessed and collected.

While it is true that the statute above quoted, or any other, does not declare that the failure to assess shall invalidate the proceedings taken to enforce the collection by distrainment without assessment, it is deemed better to adopt the course suggested in Section 3293, Revised Statutes amended, and have the distrainment follow assessment, particularly as real estate is involved, the title to which might possibly be invalidated by the omission of one of the requirements of the statute.

You will please give new notice and make new demand, and if the taxes are not paid within ten days issue a new warrant of distrainment.

Respectfully,

JOHN W. YERKES, *Commissioner*.
Mr. ASA ROGERS, *Collector Second District, Richmond, Va.*

(830.)

Special tax stamp—Retail liquor dealer selling out business.

The special-tax stamp of a retail liquor dealer who sells out his business can not be made over to his successor, nor can any allowance be made to the retail liquor dealer on this stamp on account of his discontinuing business before the end of the year for which it was issued.

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
Washington, D. C., October 4, 1904.

SIR: In reply to your inquiry of the 30th ultimo, you are hereby informed that the special-tax stamp held by you as a retail liquor dealer for the year ending June 30, 1905, is merely your receipt for special tax which you were required to pay for the business of selling liquor by retail on and since July 1, 1904.

By reference to Section 3237, Revised Statutes, you will see that the law requires this special tax to be paid for the entire year, beginning July 1st; and no rebate or allowance is permitted by any provision of the law to be made on account of your discontinuance of the business before the end of the year for which the special-tax stamp (receipt) is issued. As you have now sold out your business, there is no warrant of law for allowing your special tax stamp to be made over to your successor to answer for the same business carried on by him. He must make his own sworn return and pay the special tax, reckoned from the 1st day of September, 1904 (the month in which you sold your business), to the 1st day of July next; and no part of the tax paid by you for the business which you carried on during the present special-tax year can be refunded to you.

Respectfully

JOHN W. YERKES, *Commissioner*.
Mr. _____

F. C. Birch, the well-known civil engineer and manufacturer of wine making machinery, was selected to appraise the fire damage to the Natoma winery. The selection was a good one, as Mr. Birch, by reason of his business and profession, is a thorough expert. The machinery installed by him in the Lacjac winery this season is working perfectly and the plant is handling 250 tons of grapes daily.



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